

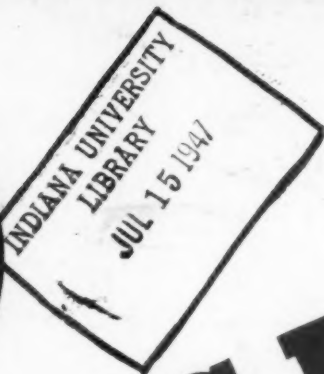
THE NATIONAL PROVISIONER

JULY 12 • 1947

Leading Publication in the Meat Packing and Allied Industries Since 1891



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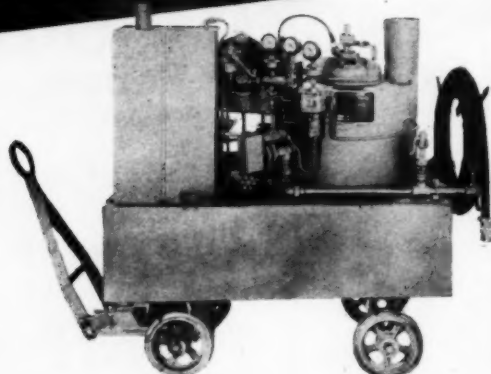
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THE NATIONAL PROVISIONER

Volume 117

JULY 12, 1947

Number 2

Table of Contents

Meat Supply to Remain High—USDA..	13
Daube Plant Has Unique Features.....	14
Survey of Meat Packer Advertising....	19
Controlling Mold on Meat.....	34
Efficient Delivery Truck Loading.....	39
New Plant of Abraham Bros.....	29
New Trademark Law in Effect.....	13
Hog-Corn Price Ratio Declines.....	54
Up and Down the Meat Trail.....	25
Flashes on Suppliers.....	30
New Trade Literature.....	42
Meat and Gravy.....	62
Classified Advertising.....	60

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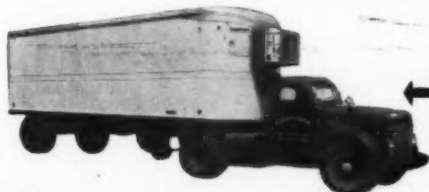
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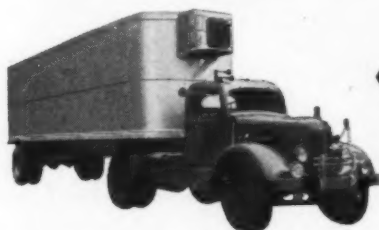
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as a whistle*

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Railroad Motor Cars
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with a truck like this

Here's a "Job-Rated" truck . . . a truck that **FITS** the hauling job for which it was built!

It stands to reason that a truck that fits its owner's operating conditions will give better performance, better service to customers, and operate at lower cost.

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You can get a "Job-Rated" truck powered with exactly the right one of 7 engines—plus the *right* gear ratio—to provide the pulling power you need, with the economy you want.

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You can be so sure of getting a money-saving, long-lasting truck like this, because Dodge builds 175 different "Job-Rated" chassis models.

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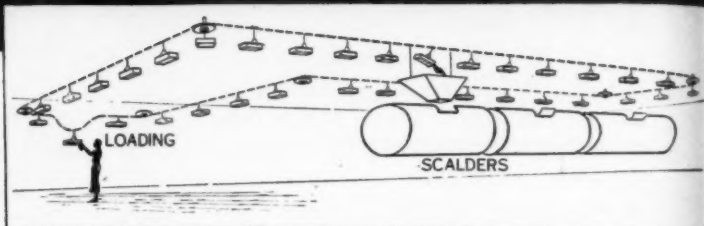
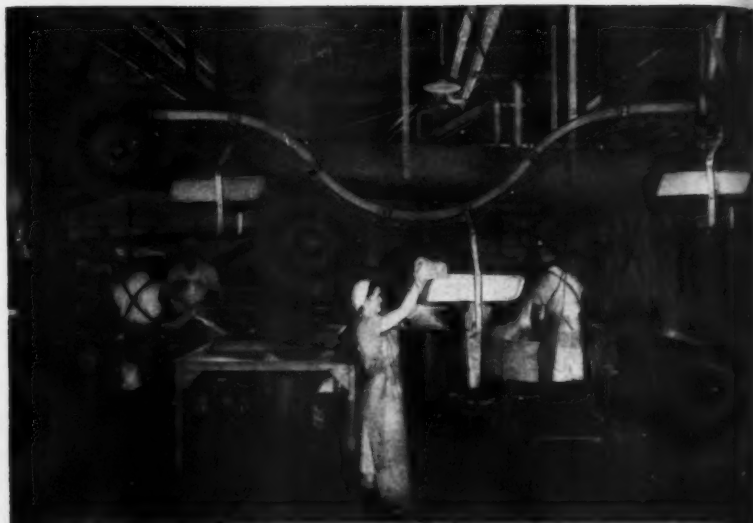
Your Dodge dealer is interested in your continued satisfaction: *First*, by selling you a truck that fits your job; *Second*, by giving you prompt, dependable Dodge truck service; *Third*, by providing you with factory-engineered truck parts that are identical with original Dodge "Job-Rated" truck parts,



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HOW TRIPE IS HANDLED AT ARMOUR'S BEEF HOUSE



Above: Washing Station where product is placed on self-dumping pans of conveyor for delivery to scalders.

● At this model plant, where everything possible has been done to increase efficiency in the production of quality carcasses and products, manual trucking and handling have been cut to the minimum. Conveyors carry the load—workers perform their tasks with the least effort and greatest speed.

Among the many Link-Belt conveying systems is this overhead conveyor, which handles tripe. After being washed and cleaned, tripe is placed in the self-dumping pans of the conveyor, which automatically discharge into either of three scalders, located on the opposite side of room.

This simple conveyor unit has made a continuous operation of this work, resulting in maximum economy.

There may be places in your plant where handling costs can be cut by the use of mechanical handling methods. Consult Link-Belt. Address Link-Belt Company, 300 W. Pershing Road, Chicago, or any of our offices located in principal cities.

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Chicago 9, Indianapolis 6, Philadelphia 40, Atlanta, Dallas 1, Minneapolis 5,
San Francisco 24, Los Angeles 33, Seattle 4, Toronto 8.
Offices, Factory Branch Stores and Distributors in Principal Cities.



Above: Discharge end of conveyor where pans are automatically dumped to scalders.

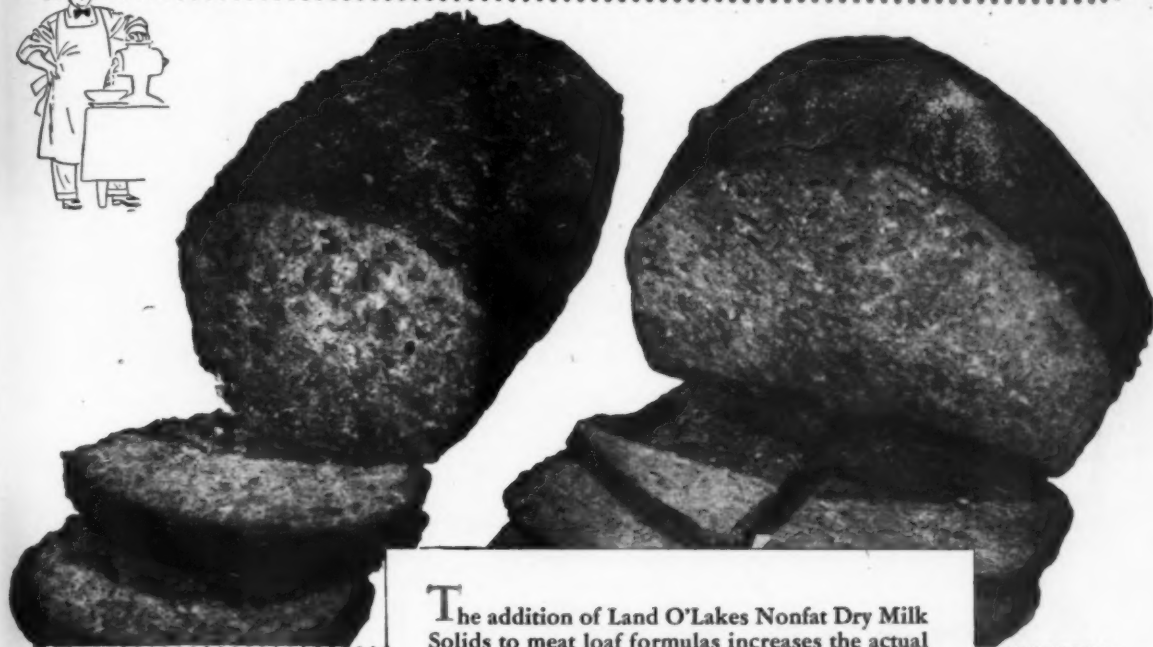
Link-Belt products include Overhead Pusher Conveyors, Chains & Sprockets of all types, Boning and Hog Cutting Conveyors, as well as Conveyors and Elevators of the Apron, Belt, Bucket, Chain, Flight, Continuous-Flow and Screw types for handling edible and inedible products . . . Coal and Ashes Handling Equipment . . . Automatic Coal Stokers . . . Vibrating, Liquid, Revolving, Sewage and Water-Intake Screens . . . Car Spotters—Portable and Stationary types . . . Portable Car Ice . . . Ice Crushers and Slingers . . . Spray Nozzles . . . Babbitted, Ball and Roller Bearings—Speed Reducers, Variable Speed Changers, Elevator Buckets, Silent Chain Drives, Roller Chain Drives, Hangers . . . Collars . . . Clutches . . . Gears . . . Pulleys . . . Base Plates . . . Shafting . . . etc.

LINK-BELT CONVEYORS

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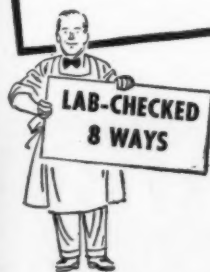
More meat loaf *from the same meat*

with Land O'Lakes Nonfat Dry Milk Solids



8 Control Checks . . .

At the Drying Plant and in the Central Laboratory—safeguard the quality and uniformity of Land O'Lakes Nonfat Dry Milk Solids for all sausage manufacture.



The addition of Land O'Lakes Nonfat Dry Milk Solids to meat loaf formulas increases the actual yield of any given amount of meat . . . yet it should never be confused with fillers or adulterants. Land O'Lakes Nonfat Dry Milk Solids is a distinct quality-improver . . . giving your sausage products finer flavor, appearance and slicing quality, and increasing their food value through the generous addition of animal protein, milk minerals and vitamins.

Land O'Lakes Nonfat Dry Milk Solids is easy to use with your present formulas for sausage, bologna, frankfurters, luncheon loaf and other varieties.

• Nonfat Dry Milk Solids

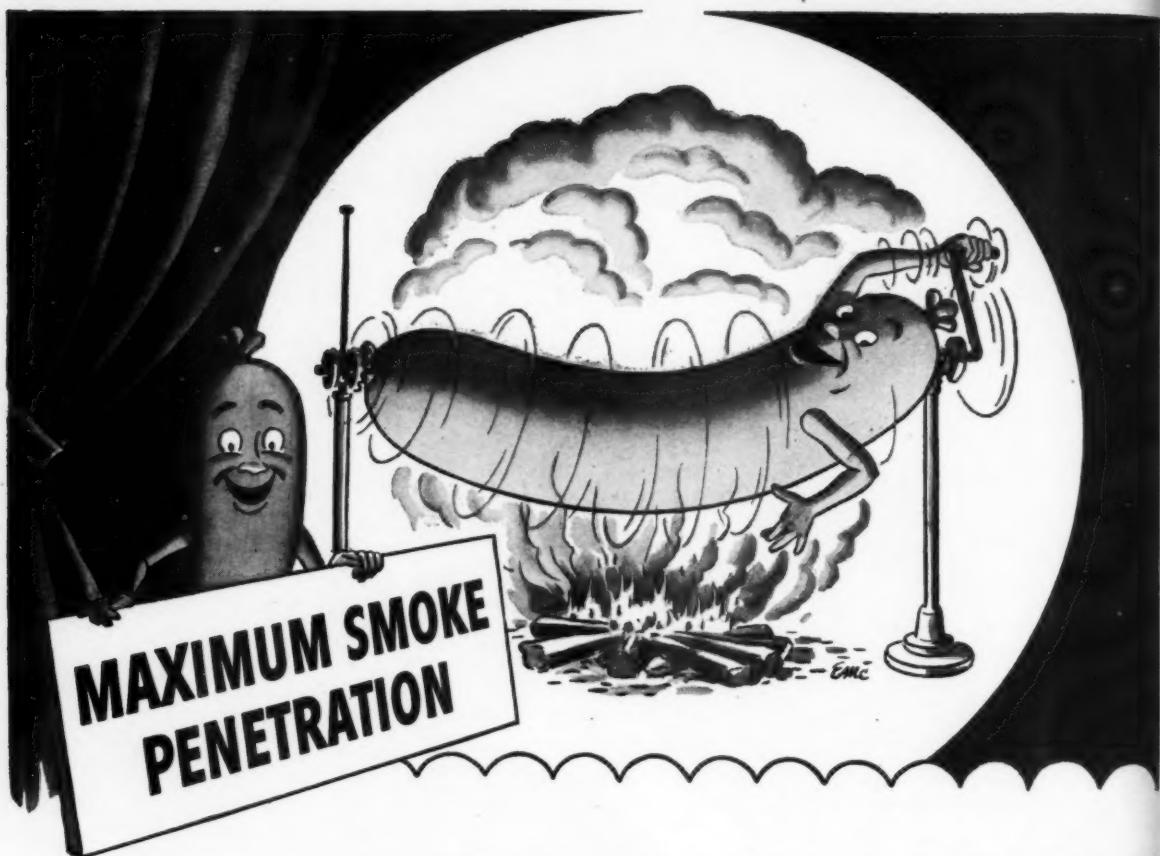
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Naturally, sausages have that tangy, smoke flavor in

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The natural, evenly distributed porosity of Armour Natural Casings allows smoke to penetrate evenly, deeply, easily . . . gives sausages the delicious, zesty smoke flavor customers like.



Choose these fine natural casings to give sausages these important advantages:

<i>Appetizing Appearance</i>	<i>Inviting Tenderness</i>
<i>Finest Smoked Flavor</i>	
<i>Protected Freshness</i>	<i>Utmost Uniformity</i>

ARMOUR
AND COMPANY

Cattle Liquidation To Maintain Supply Meat at High Level

MORE meat probably will be produced this summer than last, and the total meat output in the last quarter of the year is likely to equal the fourth quarter production of 1946, predicts the U. S. Department of Agriculture in its current review of the livestock and meat situation.

Civilian meat supplies are expected to equal fully those of 1946 when they averaged 153 lbs. per capita, compared with 134 lbs. in the pre-war years 1937-41. Beef and veal will make up perhaps 52 per cent of the total consumption in 1947, however, compared with 47 per cent in the 1937-41 period due to the unusually large slaughter of cattle and calves. The Department points out that both cattle and calf slaughter reached new records in the first half of this year.

The supply of fed cattle this summer apparently is considerably larger than a year ago, and the slaughter of cattle during the fall and winter will continue large, although it may not equal the near record of last fall and winter. The number of cattle on farms and ranches is declining, says the Department. This trend may be accelerated by a short corn crop, with resulting high prices for this leading feed grain. A short corn crop would lead to a sharp reduction in the demand this fall for stocker and feeder cattle. The immediate effect would be an increase in the slaughter supply, followed by an above normal drop in the slaughter supply from the fall of 1947 to the spring of 1948.

The number of cattle will be reduced rather sharply this year if the total cattle and calf slaughter reaches 35,000,000 to 36,000,000 head as expected. Few cattle will be imported from Canada because of the embargo on export of slaughter cattle, and Mexican exports to the U. S., which usually total around 500,000 head annually, have been barred by the presence of foot-and-mouth disease in that country. The U. S. calf crop this year will likely be smaller than the 34,500,000 a year ago, because the number of cows on farms at the beginning of the year was approximately 500,000 below a year earlier.

The size of the corn crop, and the price, is likely to have a marked effect on slaughter of hogs and production of pork. The Department points out that hog-corn price ratio, which was unusually favorable to hog producers through the last fall and winter, declined by June 15 to 12.6, compared with 14.4 only a month earlier. Corn prices

advanced sharply in June, and have continued their advance since.

If feed grain production is notably short this fall, it will reduce meat supplies significantly beginning in early 1948. Meat output through the remainder of this year, however, will not be affected greatly by grain production. A small corn crop would in fact tend to encourage early marketings of hogs, and to cause more low grade cattle to be sold for slaughter rather than be retained for further feeding. A crop of soft corn, which could not be stored well, would tend to increase feeding and slaughter of both hogs and cattle during the fall and early winter months.

The size of the 1947 spring pig crop, and of the prospective fall crop indicates that 2,000,000 or 3,000,000 more
(Continued on page 45.)

TRADEMARK REGISTRATION MEASURE NOW IN EFFECT

Protection of a packer's rights to a trademark used in interstate commerce will require registration under the new Lanham Act which became effective on July 5. The law was analyzed in detail in THE NATIONAL PROVISIONER of August 31, 1946, page 29. Regulations under it have been issued by the Patent Office.

The Lanham Act provides for the registration of trade marks and under it a trademark registered and in use for five years is incontestable. A showing by a trademark user that he had employed a trademark at an earlier time than another will not be, as it has been under the old law, controlling. The deciding factor will be whether the trademark has been registered under the Lanham Act for a period of five years and, if so, the company registering the mark will have superior right to its use.

The act requires all trademarks presently registered to be transferred to and placed on a new register. Rights granted by the new law will be lost to a company having a trademark already registered unless the existing trademark is transferred and placed on the new Lanham Act register. The law permits the assigning of a "parent" company's trademark to its related companies, without assigning the entire business in which it is used, and it precludes the possibility of a trademark user's being barred from a market which goods bearing his mark have not yet reached.

One provision in the law, in regard to trademark incontestability, calls for trademark holders to be ever on the alert against any "generic" use of their mark, in order to prevent its loss of trademark significance and degeneration into a "generic" term in the minds of the public.

REQUEST FOR EXTENSION IN REPORTING INVENTORY WILL CALL FOR CAUTION

Packers considering asking for an extension of time for filing their "subsidy recapture" forms on inventory of meat and meat products as of 12:01 a.m., October 15, 1946, may not care to do so in view of a possible waiver of rights conditioning such extension, the American Meat Institute pointed out this week. Packers had been informed that an automatic extension from July 31 to October 31 would be granted those wishing it, but it now appears that an applicant for extension must:

(1) Advise in affidavit form that it will file the report completely filled in by a certain specified date prior to October 31.

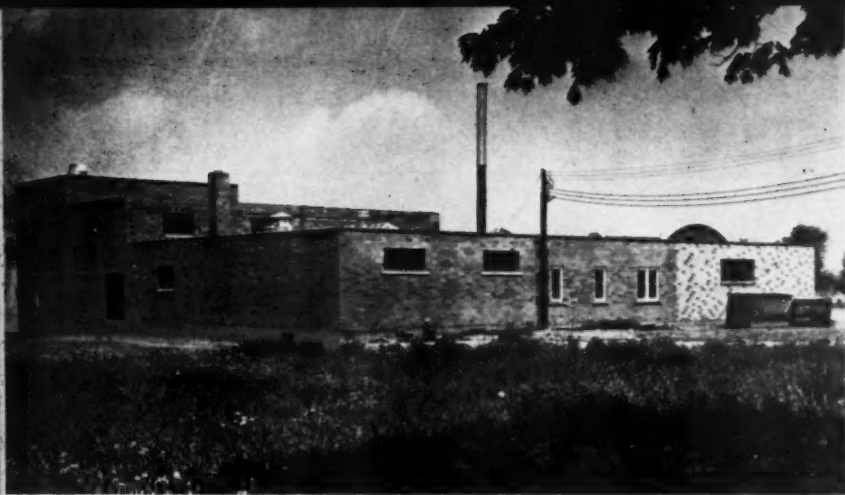
(2) Advise that it recognizes that its failure to file by the elected date operates to waive its right to all subsidy payments for September-October, 1946.

LARD ALLOCATIONS AWAITED

Although an announcement of third quarter allocations on lard exports was expected momentarily this weekend, and there were rumors that the USDA had set the total at from 75,000,000 to 90,000,000 lbs., the latest reports indicated that the Department of Agriculture will defer action until both House and Senate have approved the measure extending export and allocation authority. A Senate-House conference committee this week agreed to extend the controls through February 29, 1948. At present exports are controlled under a joint resolution providing a temporary extension to July 15. The conference agreement would place the Secretary of Commerce in overall charge of export-import administration. The measure would extend blanket export control authority through February 29 and would extend import control and allocation authority through the same date over fats and oils and a number of other products.

Senate Receives Bill With Packer-Pay Inspection Out

A provision under which the cost of federal meat inspection would continue to be paid by the government was a part of the Department of Agriculture appropriation bill reported out of committee this weekend in the Senate. Approval of this feature of the measure by the Senate will mean that the matter will have to be resolved in conference committee between the House and Senate. The House version of the bill would require inspected meat packers and processors to bear the cost of the federal inspection service.



Attention to Makes Daube plant

IN A small rural community—Corfu, New York—not far from Buffalo, Hans Daube has recently completed the construction of an unusual small plant in which cattle and hogs are slaughtered and sausage and a number of other specialties are produced.

Mr. Daube, the president of the Daube Packing Co., is well known to many in the meat industry because of his years of association with Armour and Company and other packers and his most recent connection as representative of the Preservaline Manufacturing Co. During his earlier work, Mr. Daube visited hundreds of meat packing and sausage manufacturing plants and had an opportunity to analyze their methods and equipment. As a result, he has built into his new plant many of the best features he found in his travels and has furnished it with up-to-date equipment to an extent far exceeding that ordinarily found in a plant of this size.

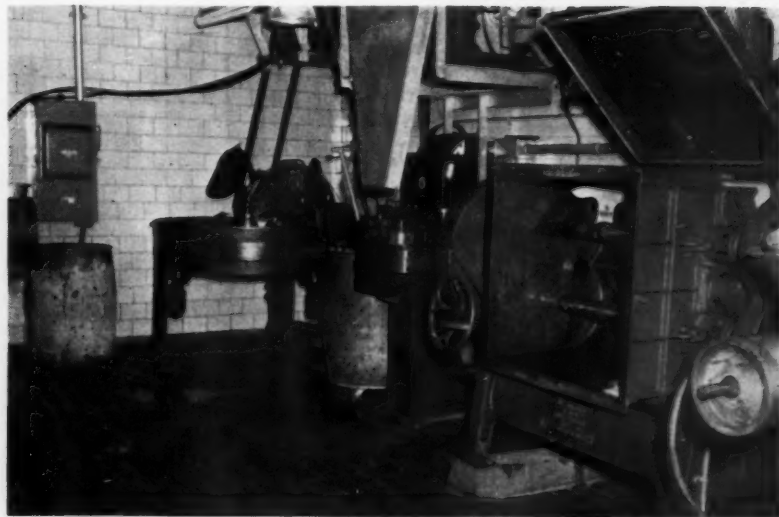
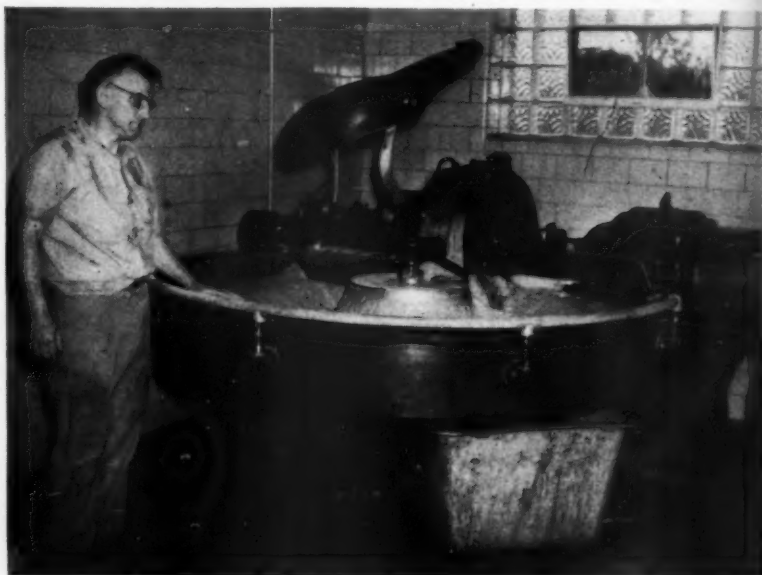
Beginning with a small country slaughterhouse as the foundation, Mr. Daube during the past three years has vastly expanded the space in the original unit and, in fact, has made it an entirely new slaughtering-processing plant from the basement to roof.

The structure is of concrete block and steel with an attractive tile exterior. The roof is built of concrete precast slabs covered with five-ply roof-

ing and gravel. The roof slabs are supported on extra heavy steel I-beams and 5 in. of cork insulation is used in the ceilings of refrigerated rooms. All interior walls are glazed tile from floor to ceiling and most of the plant is floored with packinghouse brick with three-ply hot mopped asphalt roofing between the subfloor and the floor tile.

Glass brick is used extensively instead of conventional glazing in several rooms in the plant including the killing floor. Cooler walls are insulated with four inches of cork.

As can be seen from the floor plan



on page 15, plant arrangement is very compact for the capacity of 300 to 400 head of hogs, 150 cattle and 75,000 lbs. of sausage per week. Plant ceilings are high on the killing floor and in the coolers so that rail heights are somewhat above those found in most plants.

EXTERIOR AND SAUSAGE ROOM

TOP PAGE: The plant has an attractive country location. The area in the right background of picture will be landscaped. **ABOVE:** Hans Daube, owner and president, is standing beside the large capacity Buffalo silent cutter which turns out many batches of material each day. **LEFT:** Space is used to full advantage with grinder, vacuum mixer, fat cuber and small silent cutter lined up along one wall. Flak-ice machine is mounted out of way on wall with a spout to put ice where it is wanted. Vacuum pump for mixer and silent cutter drive are also wall-mounted.

n to Many Details Subplant Unique

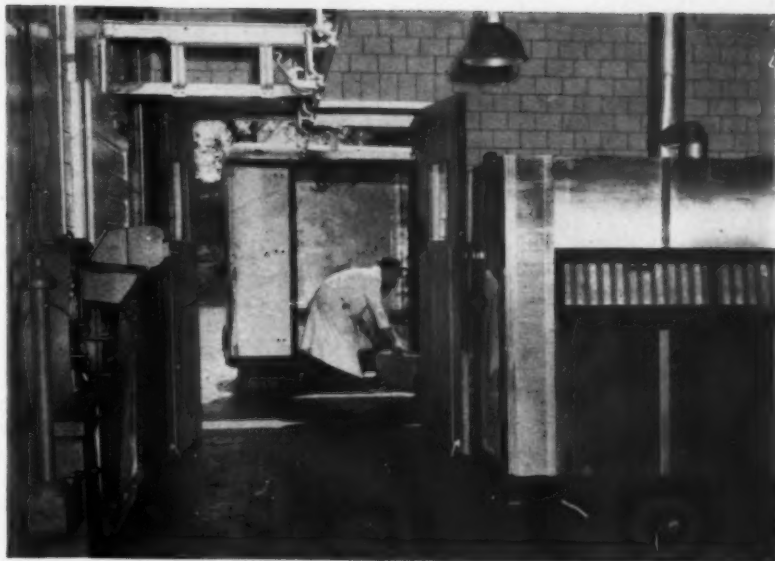
are sup-
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Hogs and cattle come into the plant separately and the latter go to the knocking pen where they are knocked and then raised over a curbed area to one side of the pen for bleeding. Following dressing, skinning, washing and clothing, cattle move directly into a chill room and, after chilling, into a holding cooler. Hogs are raised to a balcony level for bleeding and then drop into a scalding tank and move on to the dehairer and singer. After dressing, the hogs go into their own chill room and thence to their holding cooler from which they then move to the cutting room.

As might be expected, the sausage processing rooms are noteworthy for their efficiency. The sausage meat cooler and cutting room open directly into the sausage grinding room. Ranked along the wall here (see floor plan) are a Buffalo heavy duty grinder, vacuum mixer, meat cuber, small silent cutter, a large 70-B cutter and two steam jacketed kettles, one of stainless steel and one of aluminum. The vacuum pump for the mixer is mounted on the wall directly above that machine and the flake ice machine is also wall-mounted so that the ice drops into a container in close proximity to the processing machines in which it is employed. Westinghouse Sterilamps are spotted above the silent cutters which are located in this room.

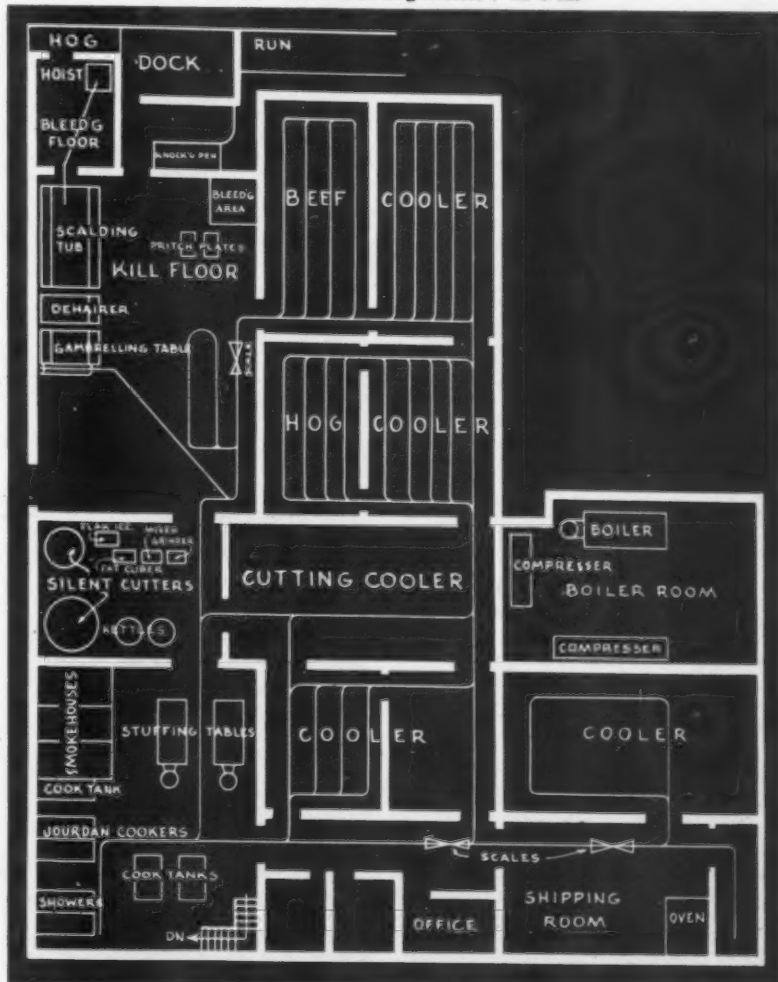
Conventional Type Houses

Opening from the sausage meat preparation room is another and larger one in which the stuffing, linking, smoking, cooking, and showering operations are performed. In this room are two stuffing tables with a large and a small stuffer and three linker machines. Sausage is transferred from the stuffing tables to cages which are only a few steps from the three conventional type one-story smokehouses. Smoke is generated from sawdust spread on long plates above gas burners in the three compartments at the basement level. The houses are adequately equipped with steam coils which are the source of heat, and live steam may also be injected into the house to raise the humidity during part of the processing. In line with the smokehouses, but separated from them by a metal cook tank used for making boiled hams, are two process cookers and two shower stalls. Each of the latter is equipped with six adjustable shower heads. The shower stalls have concrete floors and curbs. The rest of the floor in the stuffing-processing room is brick, laid with acid-resisting cement, as is the floor in the sausage meat preparation room. Sausage is also cooked and col-



SHIPPING ROOM AND FLOOR PLAN OF CORFU PLANT

ABOVE: One part of shipping room looking toward loading platform and Advance oven. Floor to ceiling tile wall construction is typical of the entire plant. Note the brick floor. BELOW: Killing floor has 22 and 17 ft. ceiling. Rail height in beef coolers is 11 ft. 6 in. and in hog coolers 7 ft. 6 in.



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1947

ored in two large wooden cook tanks in this room.

The cutting room is equipped with several types of machinery for use in fabricating meat specialties, for such products as cubed steaks are produced in considerable volume by the firm for sale to stands, hotels, restaurants and other food purveyors. An electric saw is used in breaking down wholesale cuts for such purposes and a skinning machine is employed to skin bellies green for curing and smoking. The firm, in addition to producing a line of sausage and fresh and smoked meats under its own name, also does considerable custom slaughtering for farmers in the locality. After processing, some of this product goes into locker plants for storage.

The basement of the plant contains a curing cellar into which the hams, shoulders and other cuts drop from the cutting room above and can be pumped immediately after they land on the table in one corner of the room. The basement also houses a freezer capable of storing a considerable amount of meat for sausage manufacturing purposes, smoke generating facilities, an employees' shower room and dry storage room.

Ultraviolet Lamps Used

Westinghouse Sterilamps are used in many plant locations to reduce spoilage and to insure maximum quality in the product. In addition to the sausage meat preparation room, such lamps are found in the sausage packing cooler, the cutting room and the pork and beef holding coolers. Refrigeration for most of the rooms is supplied by Gebhardt ceiling units. One cooler which belonged to the original plant is equipped with direct expansion coils while the sausage cooler has finned coil refrigeration.

The engine room houses a Farrar and Trefts oil-burning boiler generating steam at 8 to 11 pounds and rated at 150 h.p. The refrigeration units here are two York compressors with V-belt drive. Another will be installed soon and evaporative condensers are ready for installation in connection with this equipment.

Hides and inedible material are picked up at the plant by an outside processor. The plant's processing waste water is passed through a grease interceptor before going to the septic tanks along with waste from floor drains, etc. A separate septic tank system is provided for toilets. A rock filter bed will be installed in the near future for sewage treatment.

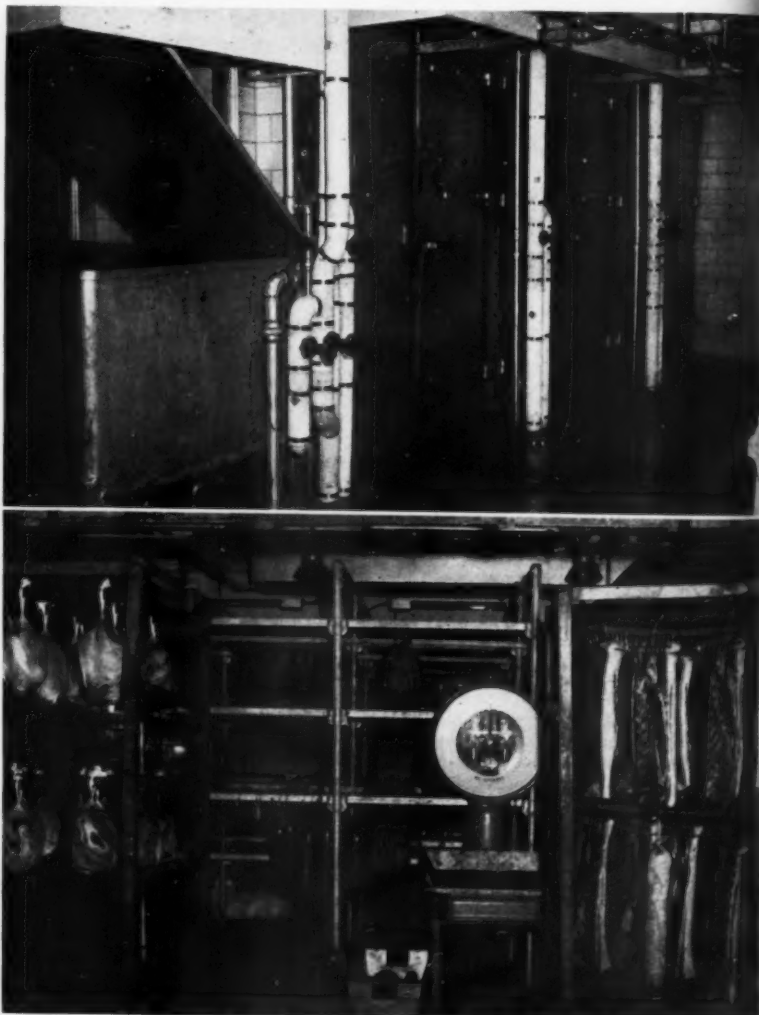
Rail, floor and platform scales are installed at numerous points in the plant so that product can be weighed at almost any stage of processing. Product passing down the corridor in front of the office on the way to the loading dock can be weighed on a platform scale there. This scale has a double dial and can be read either from the corridor or from the office through a circular opening in the wall.

(Continued on page 41.)



SAUSAGE PROCESSING ROOM AND HOLDING COOLER

ABOVE: Mechanical aids, such as linkers, skinning machines, power saws and modern scales are utilized. BELOW: Three conventional smokehouses and the holding cooler.





there's a symphony of flavor on this summer sandwich board

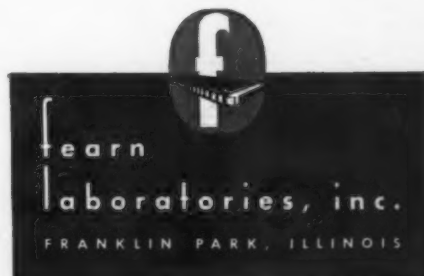
Appetite-tingling flavor, mouth watering appearance, eye-appealing texture—all are combined with cleverness and skill into these sausage specialties and cured meats.

Difficult to make?—No!

Any competent sausage maker can produce specialties like these, with a little help from Fearn flavor builders and special ingredients to wake up hidden flavors, snap up appearance, and give proper texture and color appeal. He can produce them with regular supplies of available materials, and end up with products that sell at a profit on the most competitive markets.

You'll get dollars of extra profit for each of the few pennies invested in the special Fearn ingredients that insure such outstanding results! Ask for details today.

fearn's
flavor builders are business builders



**Only
Pasteuray
gives
"down-under"
protection...
at the
trouble
level**

Copyright 1947 Pasteuray Corp.

Stop spoilage *before it starts*—before it's too late! Portable Pasteuray is always within close reach of the trouble spots—down under the neck seal.

Portable Pasteuray, suspended on a chain, raises or lowers and automatically seals the seal where you need it most. It seals *before* the spoilage starts.

Package and portable low cost. Pasteuray is installed throughout your plant. Install Pasteuray in your cooler and in processing rooms.

FOR COMPLETE INFORMATION ON PASTEURAY, NO.

Use only according to instructions. Pasteuray is installed by Pasteuray-trained specialists to assure maximum effectiveness and full benefits. Send for details and literature.

Pasteuray Corporation

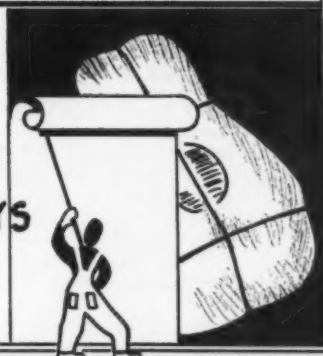
2667 Washington Ave., St. Louis 3, Mo.
Pasteuray of Canada, Ltd. 41-43 King William Street, Hamilton, Ontario



U. S. Patent
No. 2,369,123
and other pat-
ents pending.

How Should I Advertise

NEWSPAPERS
RADIO
BILLBOARDS
DEALER TRADE JOURNALS
POINT-OF-SALE DISPLAYS
TRUCKS



FIVE earlier articles in this series on packer advertising (see NP issues of March 15 and 22, April 19, May 17 and June 7) reported the promotional activities and experiences of various meat industry firms, grouped according to their sales volumes and distribution operations into three distinct classifications. It was necessary to handle separately the reports of firms in various volume brackets, not only for purposes of presentation, but to enable the reader to compare his own advertising with that of firms with similar volume and distribution.

This article will summarize the general overall program and individual media evaluations collected from firms in each of the groupings, point out similarities and differences in the types of promotion advocated by large, medium and small companies and discuss the trends and the ideas of advertising people in regard to meat product advertising. Two subsequent articles will deal with the advertising program of the American Meat Institute, and how it ties in with individual packer's efforts, and with packers' publicity and press relations, respectively.

"Grass Roots" Survey

In the course of THE NATIONAL PROVISIONER's "grass roots" survey, objective reports were obtained from sales and advertising executives of nearly 100 packing, processing and sausage manufacturing plants, representing a fairly good cross-section of the entire industry. Yearly sales of these companies range from less than \$500,000 to more than \$125,000,000, with advertising expenditures of \$1,000 to about \$350,000. Advertising programs of some of the firms surveyed consist of complete, integrated campaigns employing several major media and range down to sporadic use of inexpensive ad papers and dealer aid materials.

The first group discussed was composed of firms distributing their products on the national geographic pattern, or in more than three states. Their advertising budgets go as high as \$350,000 yearly and as low as \$2,500, with the average outlay about \$40,000.

ARTICLE 6 OF A SERIES

Among the small to medium size firms distributing within a 300-mile area who made up the second group surveyed, the average budget is approximately \$18,000, but a few companies in this class spend as high as \$60,000.

In the third classification of companies whose sales territories are within 100 miles of their plants, the expenditure for advertising averages about \$5,000 and rarely exceeds \$10,000.

Packers in the first group, with a large and often complex distribution area to serve, and with a more varied line of products to sell, usually favor a comprehensive advertising program utilizing radio and visual media, supplemented by extensive merchandising and promotional aids. These campaigns are carefully selected to provide the greatest possible coverage in several major markets and effectively to promote products in sparsely settled regions with a minimum of misdirected selling messages. The program components, such as radio, newspapers, billboards, car cards, etc., are tied in with point-of-sale materials and the campaigns are closely integrated.

The medium size and smaller firms also use radio and the visual media but, as a rule, their use is confined to one local station or a few publications in the principal trading cities and the type of program or display used is less pretentious. These firms rely most heavily on one good wide coverage medium,

backed up by regular trade paper advertising and novelty promotional stunts. They have a more limited sales territory to serve and can concentrate most of their efforts in relatively few advertising vehicles. As a result, much of their promotion is conducted on an expediency basis rather than as part of a planned campaign.

Radio Is Popular

Radio is a favorite medium with about 45 per cent of the national distributors, with allocations for this flexible selling tool running as high as 65 per cent of the total outlay. Nearly 60 per cent of the second group firms use it, but the number of stations employed is limited and a much smaller percentage of the advertising dollars are devoted to air-wave promotion. Only 30 per cent of the third bracket companies sponsor radio advertising, usually a spot announcement on a local station. Firms in all three groups show a definite tendency to avoid national networks and regional chains and to concentrate on local stations, spotted by locality to get the maximum effective coverage. Homemaker and short feature shows, sports and newscasts and spot announcements are the principal radio vehicles.

Most of the meat product advertisers interviewed are convinced of the value of newspapers in sustaining sales volume and about 63 per cent of the firms surveyed regularly use them. However, the size and type of the advertisements and the manner of presentation vary

BOOSTING BANDING

Weil Packing Co., Evansville, Ind., pasted a photographic print of a billboard ad at the top of a letter to dealers. The letter advised "there's a good deal for you in this picture" and explained merchandising advantages of pack-banded sausage.



greatly among the different groups. The national packers most frequently favor large display ads of full and half page size and concentrate their newspaper campaigns in the larger metropolitan dailies. Smaller and medium size firms, on the other hand, rarely purchase more than a quarter page of space for their messages and rely for effectiveness on consistency of presentation and selection of those publications which are slanted for housewife readership. Community weeklies, trade and ad papers and farm papers are employed more or less frequently, depending on desired coverage.

Nearly all of the larger firms allocate a sizeable percentage of their advertising dollars to point-of-sale display

materials, while this type of direct promotion is used by less than 10 per cent of the small companies and by only 45 per cent of the medium-sized ones. Firms in the first group usually make the point-of-sale the focal point for their entire advertising structure and devote large sums to placing and maintaining complete decorative layouts, expensive lithographed floor pieces and four-color window and wall stickers. Very few firms in the other groups do more than place window and wall signs in the more important of their retail outlets.

A growing trend towards greater emphasis on point-of-sale was noted, however, among the second and third group firms. A number of relatively

large and medium size companies, distributing brand name products in a limited area and principally in one large city or town, are beginning to concentrate on closely inter-related packaging, merchandising and advertising programs which are geared to the point-of-purchase. Executives of these plants feel that more aggressive merchandising is a "must" for the meat industry and that development of attractive packages and dealer display materials is of major importance in any promotional plan slanted towards the consumer.

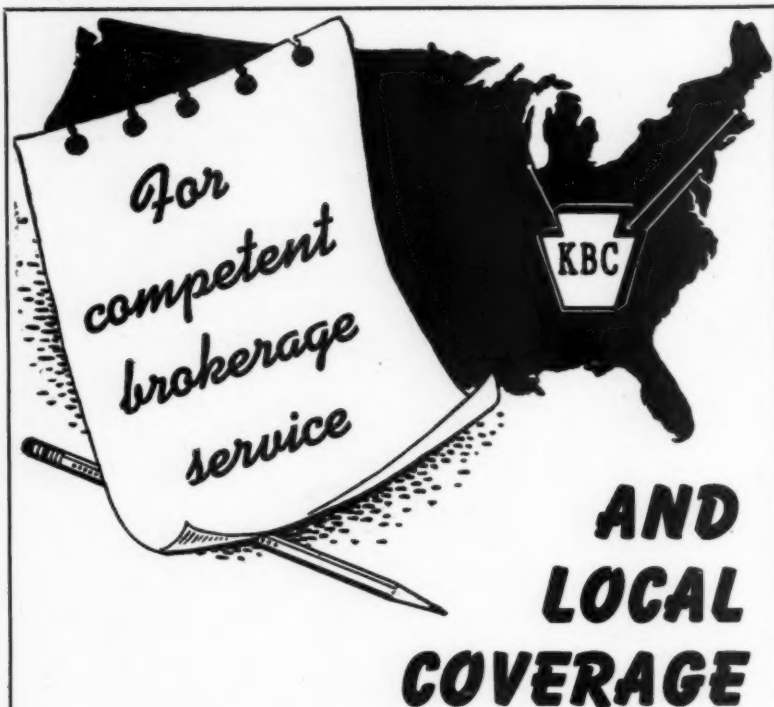
Use of other visual advertising media, such as bill boards, car cards, truck and poster, is more or less prevalent among firms in all three categories. Painted streamliner bulletins and 24 sheet posters are considered of great value, but because of the problems involved in securing desirable locations and in timing their appearance, are not very extensively used by the small and medium size firms. Car cards are said by many executives to be an excellent, yet relatively inexpensive media, for those plants selling their products principally in one city or town. Meat companies visited, almost without exception, keep their trucks and sales cars clean and painted with the company and brand name, but only the larger firms employ expensive poster panels for individual product promotion.

The size of the advertising budget and the type of distribution operation performed naturally have a great influence on the selection of advertising media and, no doubt, account for most of the differences noted in the advertising programs of various size companies. The selling job of a national packer handling a complete line of fresh and processed meats, for example, would dictate a more comprehensive campaign than is needed by a small processor with a relatively simple sales problem. Nonetheless, all meat and meat product advertising campaigns seem to have several points in common, regardless of the size and importance of the sponsor.

"Institutional" Use Slight

Not one of the firms interviewed, for example, employs so-called institutional advertisements, except for infrequent "good will" notices in trade publications. All advocate aggressive product advertising aimed primarily at the consumer. Wholesalers and retailers come in for their share of solicitation, of course, but the greater effort is directed at Mrs. American Housewife. Another similarity among programs is the emphasis placed by all meat advertisers on accuracy in their promotion. Most officials feel that the gist of good advertising is a truthful story about a quality product, without embellishment or overstatement. They feel that half-truths and exaggerations hurt both product and company in the long run and that not even the most intensive promotion can move an inferior product.

Some general rules for successful



For competent brokerage service

KBC

AND LOCAL COVERAGE

Local coverage service should be assured to the client of a broker. It's important! For this service gives the client "on the spot" contact with the firms his inquiry or offering should reach.

The KEYSTONE BROKERAGE COMPANY is geared to give every client (big or small) local coverage. Your inquiry or offering will have as complete follow-through as humanly possible.



KEYSTONE BROKERAGE COMPANY

Wire, phone or teletype us with your inquiries and offerings

BOSTON:

84 State Street
Boston 9, Mass.
CAPitol 7062

TELETYPEWRITER BS 515

PHILADELPHIA:

1737 Chestnut Street
Philadelphia 3, Pa.
Rittenhouse 6-2062

TELETYPEWRITER PH 261

CHICAGO:

141 W. Jackson Blvd.
Chicago 4, Ill.
WABash 8536

TELETYPEWRITER CG 958



... at the sign of the
BULGING MARKET BASKET...



there is a
DANIELS product to fit your needs in
 kleerwrap glassine
 snowdrift glassine
 silverkleer transparent glassine
 lard pak • bacon pak
 genuine grease-proof
 sylvania cellophane
 special papers
 printed in sheets and rolls.

... things were different then. The integrity of the owner was your only guarantee of quality and value. Enter Today's Super Market . . . with hundreds of Brands clamoring for attention **YOUR PACKAGE** must convey that honesty of value, plus pulling power and sales appeal . . in order to meet constantly increasing competition. **DANIELS PACKAGING SERVICE** successfully meets varied modern requirements in design, in paper and in printing.



DANIELS MANUFACTURING COMPANY
 RHINELANDER, WISCONSIN

UNIQUE COLOR PRINTERS • CREATORS • DESIGNERS

PREFERRED PACKAGING SERVICE

YOU CAN AVOID EXCESS GRINDER PLATE EXPENSE

By using... C.D. TRIUMPH PLATES

Guaranteed for FIVE FULL
YEARS against regrinding
and resurfacing expense!



C.D. TRIUMPH PLATES

give you advantages and cost-cutting features that no other plate can offer you. They can be used on both sides and can be reversed to give you the effect of two plates for the price of one. They wear longer. They cut more meat and cut it better. They eliminate unnecessary expenses of regrinding and replacement.

C.D. TRIUMPH PLATES

have proven their superiority in all the large meat packing and sausage plants, and in thousands of smaller plants all over the United States and foreign countries. Available in all sizes for all makes of grinders. They are known the world over because of their superiority.

Write today for full details and prices.



THE SPECIALTY MFRS. SALES CO.

Chas. W. Dieckmann
2021 Grace St., CHICAGO 18, ILL.

advertising considered of major importance by executives include:

1. Keep campaigns closely in line with production and distribution and allocate a definite sum to be spent for advertising purposes over a year's time (this amount may represent a set percentage of annual sales or may be merely a stipulated maximum expense).
2. Formulate a definite promotional plan and select those media best suited to that plan.
3. Maintain consistency in advertising presentations.
4. Pre-test new promotional activities wherever possible.

Many officials also advocate spending less money on national media and more on the sales force, merchandising aids and promotional activities.

In regard to media, industry advertising men feel that they should be selected, not only on the basis of cost and coverage, but with a view toward integration and overall program tie-ups. The unorthodox and second and third rate media can be employed to good advantage, they feel, by those firms who can't afford major vehicles. While a sign on an express truck may not have the glamour of a four color page in a consumer magazine, it may do just as good a job and at a lower cost. Sign and guide post, novelty promotions and direct mail can be highly effective selling tools and a switch in vehicles may jolt the sales force and trade as well as the consuming public they believe.

Because of the increasing importance of dealer display materials and the great maze of varied techniques used in point-of-sale merchandising, the following rules are offered for their effective development:

1. Survey your retail outlets and determine the type of displays that are desired and will be used. Competition for window and wall space is keen and dealers can be particular regarding size, shape and types of materials they want in their stores.
2. Determine in advance just how expensive a display the particular product merits in relation to profit margin and average volume. Oftentimes it will be cheaper to buy expensive permanent materials rather than those which will need replacement at frequent intervals.
3. Leave the construction and the actual material to the designer. That is his job and the things he can do with low-cost board are surprising.
4. Sell the program to your own sales staff first. Unless they push it in the field the dealer will be reluctant to accept it.
5. Test effectiveness of new materials in a pilot area. Dealer acceptance can thus be accurately determined and cost kept to a minimum.
6. Decide how the displays are to be used before ordering and not afterwards. Three choices are: overall distribution to the field, personal installation by salesman or reliance on requests from individual dealers.

FINANCIAL NOTES

The board of directors of the Chicago Packing Co., Chicago, recently declared a dividend of 40c per share on common stock and an extra dividend of the same amount, both payable July 15 to stockholders of record on July 2. The company had declared a 25c per share dividend on common on April 11. A dividend of \$1.12½ was also declared on the 4½ per cent preferred stock at that time.

Castleberry's Food Co., Augusta, Ga., manufacturer of canned meat products, sauces, recently sold \$219,000 of 10 per cent preferred stock and 10,000 shares of common stock to Johnson, Lane, Space & Co., underwriters. The proceeds of the sale will be used by the company for additional working capital. Prior to this month the firm had operated as a partnership but now it has been incorporated and its securities offered for the first time.

The board of directors of John Merrell & Co., Ottumwa, Ia., at a meeting held June 24 at Topeka, Kans., declared a regular dividend of 37½c per share on common stock, payable July 30 to stockholders of record on July 12.

The Tobin Packing Co., Rochester, N. Y., recently announced a regular quarterly dividend of 50c per share on common stock and a dividend of \$1.75 per share on preferred stock, both payable on July 1 to stockholders of record at the close of business on June 20.

The Deerfield Packing Corp., Bridgeport, N. J., has notified holders of the company's 3¾ per cent sinking fund debentures, due February 1, 1962, that \$37,000 principal amount of these debentures have been drawn by lot for redemption through the sinking fund on August 1 this year at 101¼ per cent, plus accrued interest. Redemption will be made at the Marine Midland Trust Co., New York city.

U. S. Drops Suit Against Armour, Swift and Cudahy

A 1942 federal grand jury indictment charging Armour and Company, Swift & Company and the Cudahy Packing Co. with conspiracy to violate the Sherman anti-trust act has been dismissed on motion of the government. The indictment contended the Sioux City plants of the three firms conspired to control the Sioux City hog market from 1930 to 1941 through purchase agreements and exchange of price and other data.

The defendants had attacked the indictment on the ground there were no women on the panel from which the grand jury was chosen. Federal Judge Henry N. Graven dismissed the indictment late last week on motion of U. S. District Attorney T. E. Diamond who said he agreed with the defendants' contention. However, the way was left open for possible further action at a later date.

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12, 1947



Shake, Pal!

Better business in lard depends on making friends with Mrs. Consumer by providing an obviously better than ordinary product. Merchandising-minded packers accomplish this, at the same time reduce production cost, by converting to VOTATOR lard processing apparatus.

It handles the transition from hot fat to cooled, congealed lard on a continuous, closed basis, in less than half the floor space required by open methods, with economical use of refrigerant and labor. Scientifically determined agitation, perfect control over air, time, and temperature assure uniformly fine texture, correct plasticity. VOTATOR processed lard looks better, cooks better, tastes better, keeps better, sells better.

VOTATOR lard processing apparatus is available in fully developed standard models, ranging in capacity from 3000 pounds to 10,000 pounds per hour. The VOTATOR engineering department offers a qualified service in meeting special plant requirements.

THE GIRDLER CORPORATION, VOTATOR DIVISION, LOUISVILLE 1, KY.

150 Broadway, New York City 7

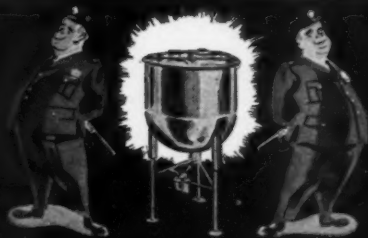
2612 Russ Bldg., San Francisco 4

617 Johnston Bldg., Charlotte 2, N. C.

Votator

**LARD PROCESSING
APPARATUS**

If you can't get
a solid silver kettle...



...get WEAR-EVER aluminum

Silver would be ideal for steam-jacketed kettles. It is one of the fastest conductors of heat known, and would never need plating. Its expense and softness, however, make it impractical.

Wear-Ever Aluminum comes closest to having all the advantages of silver, plus hardness and strength. Wear-Ever Aluminum spreads heat so quickly, so uniformly, that you can use lower steam pressures.

It is the same solid metal through and through... never needs plating. It is friendly to foods, protecting

purity, color and flavors of all foods.

Wear-Ever kettles are durable. Kettles built 20 years ago are still cooking efficiently. Now a new, hard, super-tough aluminum alloy gives you bonus durability.

Meet your new requirements with Wear-Ever Aluminum. Write: The Aluminum Cooking Utensil Company, 407 Wear-Ever Building, New Kensington, Pennsylvania.



NOW... MORE WEAR THAN...
WEAR-EVER *Aluminum*

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Up and down the MEAT TRAIL

Hormel Opens New Employee Service Building at Austin

A new building at the plant of Geo. A. Hormel & Co. in Austin, Minn., housing a cafeteria, employment office and first aid quarters, was opened to public inspection on Saturday and Sunday, July 5 and 6, and was put into regular use by Hormel employees this week.

The medical department on the second floor includes a first aid room; an X-ray and laboratory facilities; a physical-therapy room; a surgery; examination and recovery rooms, and offices.

The lower floor containing the cafeteria and kitchen has, under it running full length, a service tunnel which carries the lines for sprinklers, gas, sewer, steam, air, water, telephone and brine, and has ample room for inspection and repair by workmen. Walls of the cafeteria are glazed tile. Flooring is terrazzo of ground Italian marble, and quarry tile is used in the kitchen. The roof is pre-cast concrete and a penthouse carries the air conditioning apparatus for the upper floor. Ceiling is of acousti-celotex to reduce noise, and a loud speaker system is tubed in the walls. The kitchen, which is four times the size of the old kitchen, is equipped with three walk-in refrigerators, one a deep freeze unit, and many modern, labor saving units.

Swift & Company Appoints New Managers at 6 Plants

Transfers of managers involving six Swift & Company plants were announced recently by John Holmes, president. The series of changes was brought about by the death of Walter S. Parker of St. Joseph, Mo., and the retirement of J. H. Hall of Fort Worth, Tex. THE NATIONAL PROVISIONER previously announced the appointment of E. Glenn Six, for 12 years manager of the Plankinton Packing Co. at Milwaukee, Wis., as successor to the late Mr. Parker at St. Joseph, and of W. F. Schuette, manager of the Swift plant at Jersey City since 1936, as manager at Milwaukee.

The other appointments were: H. W. Tenney, who has been manager of the H. L. Handy Co. at Springfield, Mass., since 1942, will become manager of the Jersey City plant. Paul Ayres, who has been in managerial training, will succeed Tenney at Springfield. F. E. Borchers, who has been assistant manager of the company's United Dressed Beef plant in New York, will succeed H. P. Jones as manager at S. San Francisco. Jones, who has been there since 1939, will succeed Hall as manager of the Swift plants at Fort Worth and Dallas.

Bohack Food Stores Observe Their Sixtieth Anniversary

Bohack Food Stores of Brooklyn, N. Y., celebrated their sixtieth birthday last week. Founded in 1887 by Henry C. Bohack when he bought out his grocery store partner, the firm has expanded so that it operates more than 300 retail stores in Long Island.

The first Bohack specialties were coffees and teas but as the company grew it began producing more of the foods it sold. When larger central quarters were necessary a tract of 22 acres—now known as Bohack Square—was bought in Brooklyn, and other divisions, including a pork plant and a meat processing plant, were added. Bohack was among the first firms to install the Tenderay system of tendering beef and it continues to feature Tenderay in its advertising. The company also operates a slaughtering plant in Chicago.

National Tea Company Sells Milwaukee, Wisconsin Plant

The Monarch Meat Packing Co. has been incorporated at Milwaukee, Wis., and purchased the old Quality Packing Co. there from the National Tea Co. Officers of the Monarch firm are: President, Milton Peck; secretary and treasurer, David Resnick. They formerly held these offices in the Quality Packing Co. Peck was also connected with B. Peck & Son.

The National Tea Co. purchased the packinghouse during the acute meat shortage in the spring of 1945 to supply its retail stores in the area. The plant, which is government inspected, has a daily capacity of about 125 cattle, and can slaughter calves and sheep at the same time. It is being remodeled to increase its capacity. Officers have announced it will specialize in Kosher killing.



KANSAS CITY PACKERS ATTEND PHIL HANTOVER OPEN HOUSE

Representatives of all meat packing and sausage manufacturing firms in Kansas City, as well as several from out of town, were present at the open house given on July 1 by Phil Hantover, Inc., manufacturer of packinghouse supplies and equipment, on the occasion of the formal opening of the firm's new building. Two informal groups of guests are shown above. TOP, back row, l. to r.: Phil Hantover, president of Phil Hantover, Inc., and Ray Gerrity of Burnett Meat Co.; front row: Art Durrett of the Kansas City Sausage Co.; John Vogel of Williams Meat Co.; Max Gruber of the Kansas City Sausage Co.; Bert Haskins of Burnett Meat Co., and Otto Stelling of Loschke & Stelling Meat & Sausage Co. BOTTOM, l. to r.: Ralph Bullard of the American Meat Co.; Bill Burnett of Burnett Meat Co.; Eddie Williams of Williams Meat Co.; Butler Desman of Phil Hantover, Inc., and Herb Warner of Williams Meat Co.

Personalities and Events of the Week

- The Nat Buring Packing Co. was host on July 6 to more than 3,000 people at a dedication barbecue at its remodeled Wilson, Ark., packing plant. Home office for the firm is in Memphis, Tenn.
- A. W. Betts, designer of industrial refrigerating equipment, meat packing and sausage manufacturing plants, has removed his office to 25 East 26th st., New York, where in conjunction with Albert Kennerly of the Kennerly Construction Co., he is now in a position to undertake complete contracts for plants from the ground up. Mr. Betts was recently retained by Eugene Rothmund, Inc., Somerville, Mass. to design a substantial addition to the present Rothmund plant. The new building will contain smokehouses, large cooler space, and will be most modern in every respect, meeting all MID requirements. Mr. Betts has also been retained by the Rex Provision Co. of New York to design a series of oil-fired smokehouses.
- The Teeters Packing Co., Columbus, O., has been granted a corporation charter as the first step in an expansion program. Incorporators include Carl V. and Edith V. Teeters and Ralph M. Lucas. Capital is listed at \$100,000.
- John A. Lane, 58, vice president and comptroller of Armour and Company, Chicago, died this week at Mercy Hospital in Chicago. He had been ill for several months. Mr. Lane became associated with Armour in 1919 and had been an officer since 1928 when he was made assistant general auditor. He had been vice president and comptroller since 1943.
- J. C. Schultz, manager of the Aberdeen, S. D., branch house of John Morrell & Co. since 1912, has retired. He has been succeeded by P. W. Connell, who entered the company's employ as salesman there in 1912. D. W. Jewett, manager of the branch house and western sales division of the Morrell plant at Sioux Falls, S. D., visited Aberdeen last week to attend a dinner in honor of Schultz.
- T. Q. Weiss has been named manager of the Cudahy Packing Co. branch at Little Rock, Ark., succeeding Harold E. Bell, who has been appointed sales manager for chain and direct sales, with headquarters in Chicago.
- Alois Thurn, 89, founder and president of A. Thurn's Sons, Columbus, O., died recently at his home in that city, less than two weeks after the death of his son Herman, company secretary.
- T. J. Yarbrough, manager of Neuhoff, Inc., at Union City, Tenn., has announced that the plant is being closed temporarily. "Owing to unsatisfactory operating results for the past several months, the management has decided to curtail operations until such time as it is felt that they will be on a profitable basis," he said. The livestock buying department will continue to operate and livestock will be shipped to the Neuhoff

Meat Packing Division of Safeway Made Subsidiary

● The Atlas Meat Co., Chicago, a division of Safeway Stores, Inc., was transferred on July 1 to Salem Commodities, Inc., a Maryland corporation, which is a wholly-owned subsidiary of Safeway Stores, Inc. In announcing the transfer, C. C. Brukman, Atlas manager, said that the principal purpose of the plan is to separate the corporate ownership of the retail and distribution operations from that of the procurement and processing operations now being carried on by Safeway and certain of its other supplier company divisions so as to facilitate the operation of a reserve merchandise financing plan. The change in corporate ownership does not involve any change in the management or control of the operations of the meat packing division.

plant at Salem, Va. The Union City plant, purchased last October from the Reynolds Packing Co., employed nearly 200. No statement was made as to the probable reopening date.

● A small modern packing plant consisting of a killing room, chill room, cutting room, freezer and storage rooms, garage and office, is being built at Greenleaf, Kans. by Andy Ayres.

● The D. and W. Packing Co. located at Texarkana on the Arkansas-Texas state line, is now operating under government inspection, Herbert Day, plant manager, has announced. Day said that approximately \$15,000 has been spent during the past few months on improvements to plant facilities in order to meet federal specifications. Additions include an inspector's office, a dehairing machine and a sprinkler system. The plant began operations June 17, 1946.

● The appointment of Harvey G. Ellerd, vice president of Armour and Company, as chairman of the packing group for the 1947 Chicago Community Fund campaign has been announced by the chairman of the business division. Ellerd, who is a veteran of three previous drives, will direct the activities of about 28 volunteer workers in his division toward the 1947 Chicago goal of \$7,700,000.

● Ed May, secretary of the Hide & Leather Association of Chicago, has issued invitations to the association's annual golf outing to be held on Thursday, July 24, at the Rolling Green Country Club, Arlington Heights, Ill. He promises members that "a parade of prizes and plenty of palatable provisions will prove pleasurable to all present." Joe Delaney and Bill Morgan are co-chairmen of the event.

● The strike of more than 150 workers at the Du Quoin (Ill.) Packing Co., which had lasted more than six weeks, ended on July 1 when members of Local 156, CIO United Packinghouse Workers, voted to accept a company wage increase offer.

● Leonard W. Paup, 55, president and founder of U. S. Frozen Foods, Inc.,

Denver Firm Ships Kosher Meat East By Air Freight

● Solving the double problem of shipping Kosher meat within the necessary three day period, and distributing liver and tongue to New York delicatessens fresh rather than frozen, the Capitol Packing Co. of Denver rushed 3000 lbs. of fresh Kosher liver and tongue to New York by airfreight this week. On hand at the airport when the Flying Tiger Line DC-3 was being loaded ready for take-off, Morris Averch, Capitol president, said that favorable results on this flight will divert many such shipments to fast airfreight transportation. Ted Kelly, sales manager of the airline, revealed that for the past few months weekly shipments of choice Kansas City meats have been shipped by the Tigers for delivery to tables of the famous New York Stork Club.

died early this week at his home in Kansas City. In 1941 Mr. Paup became president of the Chip Steak Co., whose offices now are in Chicago, and in 1943 he started U. S. Frozen Foods but remained president of the Chip Steak Co. He bought a controlling interest in the Leavenworth Packing and Storage Co., Leavenworth, Kans., in 1944.

● John H. Hall, manager of Swift & Company's plant at Fort Worth, Tex. for the past 11 years, retired from his

duties on July 1. Hall began his association with the company when he got a job as a checker on the loading dock at the Swift plant in La Plata, S. A. He worked there for about two years before returning to the United States where he was hired at the Chicago plant with the understanding that after he had been

trained in the beef department, he would be sent back to South America. In 1915 he was sent to Montevideo and remained there until 1918 when he returned to Chicago. In 1925, after six years as manager of an associated plant, he was named manager at Harrisburg, Pa. Later he went to St. Louis where he acted as manager until 1930 when he returned to Chicago to become assistant to the vice president in charge of the company's lamb, beef and veal operations. He was named manager at Fort Worth in 1936.

● The Standard Packing Co. of Kokomo, Ind., has remodeled the retail market which it has operated there since 1945, into a modern, self-service store. V. W. Cross and A. B. Watkins are partners of the Standard company.

● James W. Napier, 69, vice president and director of Jacobs Packing Co., Nashville, Tenn., died recently at Van-



J. H. HALL

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Why are
ANCO Hydramatic
BACON SLICERS
sensational

WHEN YOU ASK MEAT PACKERS HAVE HEARD OF THE PHENOMENAL
ANCO 827 HYDRAMATIC BACON SLICER AND CONVEYOR, YOU WILL BE
BEING DUPLICATED IN NEW AND OLD INSTALLATIONS
ON BACON SLICING PLANTS, BOTH LARGE AND SMALL. THE HYDRAMATIC
SLICER PORTABLE "ON TO ITS CONVEYOR" IS THE ONLY SLICER THAT
CONVEYOR INSURES BACON AND BONYON SEALING
WEIGHT AND MEASUREMENT A FEW OF THE MANY OTHER FEATURES ARE



THE ALLBRIGHT-NELL CO.
2223 S. WESTERN AVE., CHICAGO, ILLINOIS



FINE MEATS

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A FINE CURE

PRESCO PICKLING SALT

**IT'S
FAST
and
MILD**

Better flavor, texture and appearance in all cured meats are definitely assured by the use of PRESCO PICKLING SALT. That is because it has been perfected through years of experience and intensive research. It is unexcelled for the manufacture of tender "Ready-to-Eat" hams. For their production we furnish complete instruction in the use of the effective PRESCO PROCESS.

THE PRESERVATIVE MANUFACTURING CO.,

BROOKLYN, N. Y.



PRESCO PRODUCTS

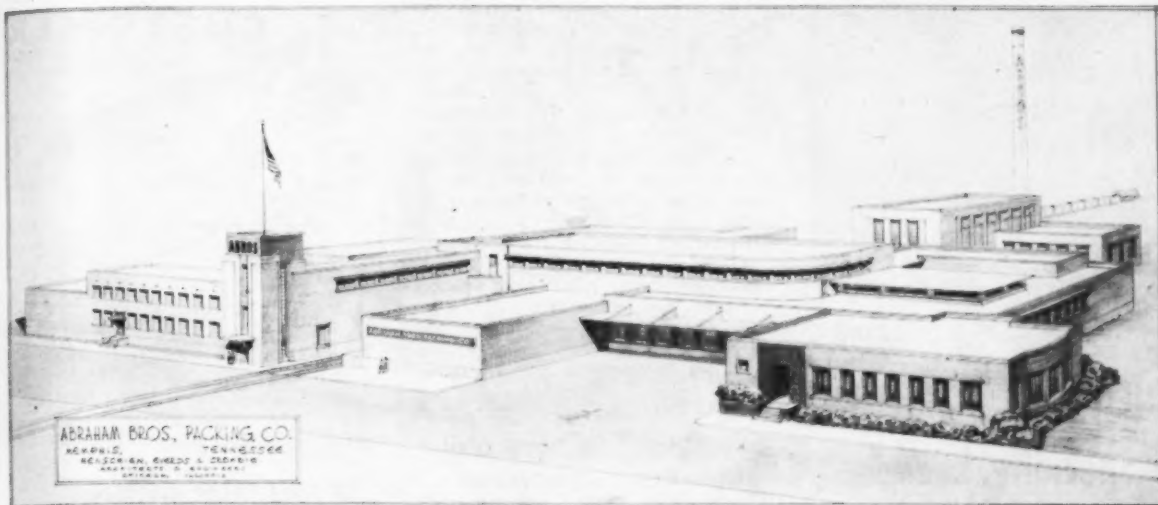
FOR THE SCIENTIFIC PROCESSING OF MEAT AND MEAT PRODUCTS

derbilt Hospital in the city of Nashville.
 ● Customers and friends of Barliant & Co., Chicago brokers and sales agents, are invited to the open house on Saturday, July 19, in their new enlarged offi-

ces at 7070 N. Clark st. in Chicago, Ill.
 ● The Little Rock Packing Co., Little Rock, Ark., is currently celebrating its thirtieth anniversary. The firm, founded in 1917 by Otto Finkbeiner, president,

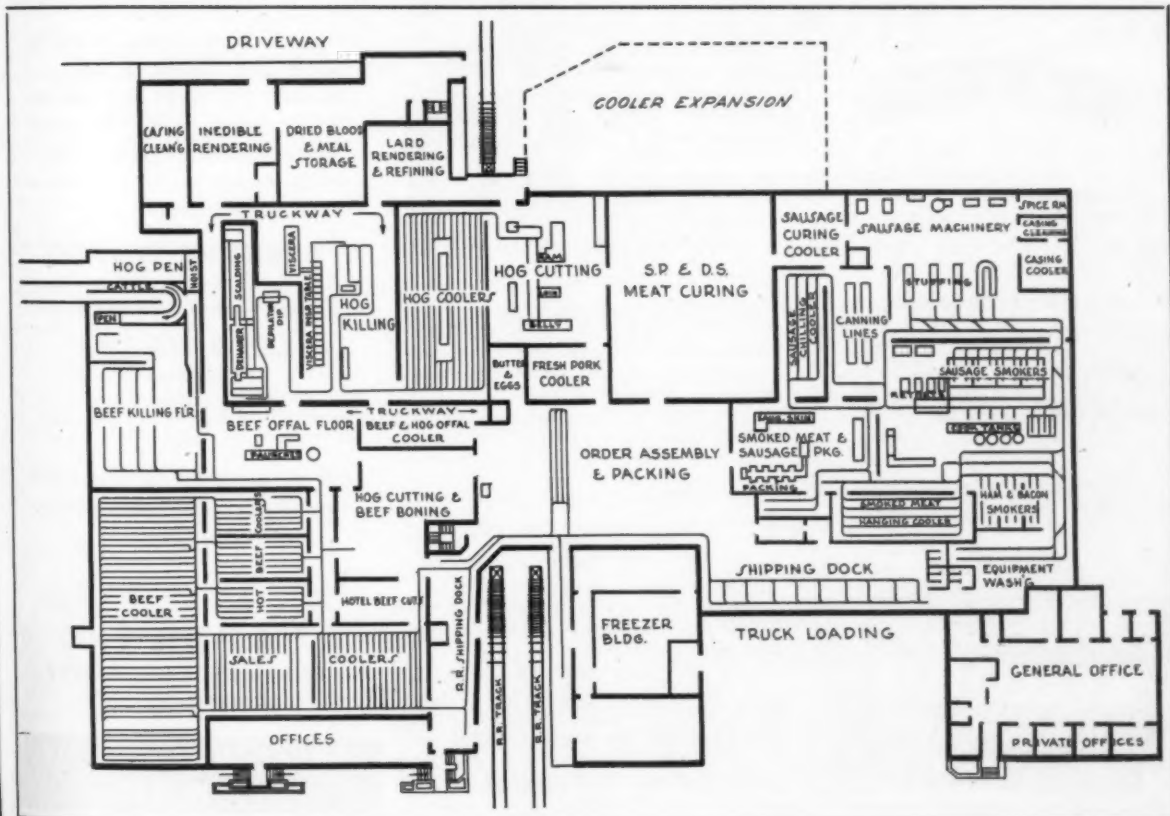
has grown in size until it now employs more than 100 persons. In connection with the anniversary it was announced that the company will soon begin operating under federal inspection.

NEW MEMPHIS PLANT OF ABRAHAM BROS. PACKING CO. IS NEARING COMPLETION



A \$1,000,000 unit which will enable Abraham Bros. Packing Co. to center all of its Memphis operations at one plant is under construction and expected to be finished sometime this fall. It is the third and final phase of a master plan adopted in 1941 for consolidation of the company's two Memphis plants. An architect's drawing of the building is shown above and floor plan below. Designed by Henschien, Everds & Crombie of Chicago, it

includes a general shipping and assembly room, sausage kitchen, smokehouse, sausage curing room, sausage chill cooler, air-conditioned smokehouse, a canned meat department office and general offices. The first unit of the consolidation program, completed early in 1946, was a rendering building for processing edible and inedible fats and oils. Second included two beef coolers, pork and beef cutting and chill rooms and storage space.





WIENERS, BOLOGNA Specialty Loaves

RESULTS TALK

Special X soy binder steps-up your quality because it blends the ingredients and holds the moisture and "spring". You'll see quickly that you can improve quality at low cost with soy binder.

HOW TO USE IT

Soy flour or Grits is used in the same manner as any other binder. Some say they like Special X and Meatone Grits in combination with cereal or milk. Many prefer straight soy binder. We suggest you try them both ways.

- Write for **FREE Samples**

Special X
SOY FLOUR

Meatone
GRITS

**SPENCER
KELLOGG
AND SONS, INC.**
DECATUR 80, ILLINOIS

Armour Expands Sponsorship of Daily CBS Radio Program

Armour and Company has announced the increase of its sponsorship of the Columbia Broadcasting System "Hint Hunt" show from 15 minutes to the full 25 minutes of the program. Full Armour sponsorship will begin Monday, July 28. The company will continue to promote Chiffon flakes on the first-quarter hour of the program, which is heard at 4:00 P.M. EST, Monday through Friday, and will advertise its meat products on the final ten minutes.

The show, broadcast from Chicago, was tested for 26 weeks on three CBS stations at Chicago, Milwaukee and South Bend before being brought to the network last February 17. "Hint Hunt" conducts a search each day for useful household suggestions among studio audiences just before air-time; the best hints—ranging from cooking and child care to household repairs and washday tips—are presented during the broadcast.

FLASHES ON SUPPLIERS

JIM BAKER & ASSOCIATES: C. J. Schuepbach, jr., formerly advertising manager of Hartmann Trunk Co., Racine, Wis., recently joined the staff of this Milwaukee, Wis., advertising, marketing and industrial design agency. Schuepbach has a comprehensive background in sales, advertising and consumer merchandising, having been affiliated with the sales and service departments of several leading newspapers. He is a graduate of the University of Missouri at Columbia, Missouri.



C. SCHUEPBACH

MORRIS LABORATORIES CO., INC.: The association of R. G. "Bob" Denton with this firm was announced recently from its New York city headquarters. Denton is a well known production man in the meat packing industry, having spent 25 years as superintendent of Major Brothers Packing Co., Mishawaka, Ind. He has also been a packinghouse consultant to the American Meat Institute. Denton's services are available to the packer or processor who has a production problem, without charge or obligation. Ralph Mecum is now representing the Morris Laboratories Co. in the Ohio and Michigan territories.

A. E. STALEY MANUFACTURING CO.: Harry Homer, sr., of Buffalo, N. Y., has been appointed meat packer technician for the eastern states for this Decatur, Ill., corn and soybean products concern. Homer will make his headquarters at Buffalo.

A Slippery CUSTOMER



Better Wrap Him in HPS PAPER

America's Finest for Packinghouse Products

Tops for preserving freshness, flavor and bloom. Tough and durable, yet light and pliable. Won't pulp or disintegrate. Odorless and taste-free. Everything a packing paper should be. Write for prices on

FREEZER WRAPS

Tan or White Sta-Tuf Regular
Freezer Wrap HPS Cream Master

LOIN WRAPS

Oiled Sta-Tuf
Packers Oiled White

For all special wrapping needs
consult HPS Research Service.

H. P. SMITH PAPER CO.

5001 WEST 66th STREET
CHICAGO 38

FAMOUS FOR FINER WRAPS
FOR 40 YEARS

ODT Rejects Request for Cut in Minimum Hide Load

The Office of Defense Transportation recently denied a request by hide producers, dealers and users for revision of the present minimum loading requirements for rail shipments of green salted hides. Minimum loading requirements remain: (1) Cattle hides, minimum 80,000 lbs., or not lower than 30 in. from the ceiling of the car measured at its sidewalls; (2) calf and kip skins, minimum 50,000 lbs.

Small producers who are unable to meet the requirements will be given special shipping permits. It is suggested that such producers anticipate their car needs as far in advance as possible and request their permits, with reasons for inability to comply with minimum requirements, of J. P. Kiernan, Room 5107 Interstate Commerce Commission bldg., Washington.

The request for revision of shipping requirements was made by the National Hide Association, National Renderers Association and Tanners Council. They pointed out that many producers have insufficient storage space to permit accumulation of the minimum loads of different types of hides and skins, and that hide inventories tied up while accumulating carloads represent much capital.

SAFeway's POLICY ON BRANDS

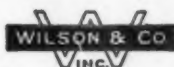
Safeway Stores, Inc., will continue to distribute national brands, according to a statement made by L. A. Warren, president, to clarify a question which arose recently. Safeway's position is that the retail distributor acts as a purchasing agent for its customers. Therefore Safeway acquires sources of partial supply of certain commodities and also promotes a limited number of products under its own brands. Thus it competes with other manufacturers for consumer patronage in such factors as quality, price, retail advertising and promotion. Safeway's activities to promote its own brand will under no circumstances result in discontinuance of any other brands for which there is a well-established consumer demand, Warren asserted, nor will Safeway, as a retailer, discriminate against brands of competing brand promoters which are carried in their retail stores, Warren asserted.

LOLLY-PUP CORP. EXPANDS

The Lolly-Pup Corp., Portland, Ore., specializing in frankfurters served as fritters on a stick, recently extended their franchise over a wide region of the Pacific Northwest through establishment of a headquarters at Portland. Sales promotion activity on an extensive scale was conducted throughout the area before franchises were offered. New stands and other consumer outlets for the specialty product have been set up and the firm maintains a consistent advertising program to boost sales.



Sausage retains that fine freshness of flavor when packed

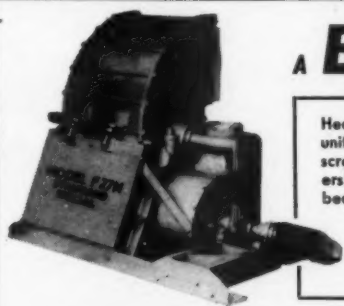


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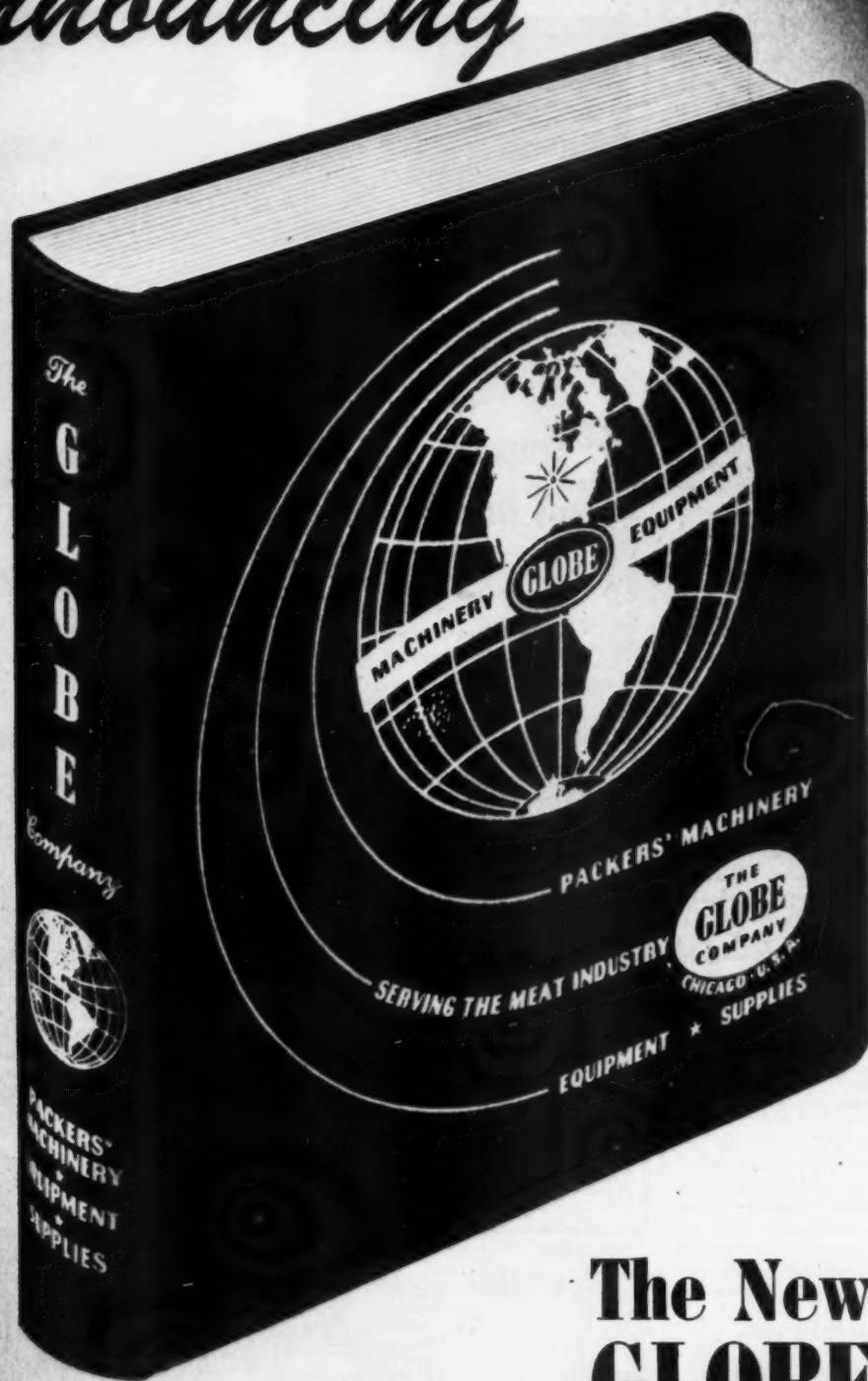


A BRUTE FOR STRENGTH!

Heavy-duty W-W GRINDERS assure a finer, more uniform grind because they grind through finer screens. All models available with or without blowers. 18" to 36" wide. Shafts—up to 4 3/4". Each bearing—rated up to 3260 lbs. at 3600 RPM. Horsepower—15 to 100. Full details upon request... write direct to manufacturer or to distributor: The Globe Company, 4000 Princeton Avenue, Chicago 9.

**W-W GRINDER CORPORATION
WICHITA, KANSAS**

Announcing

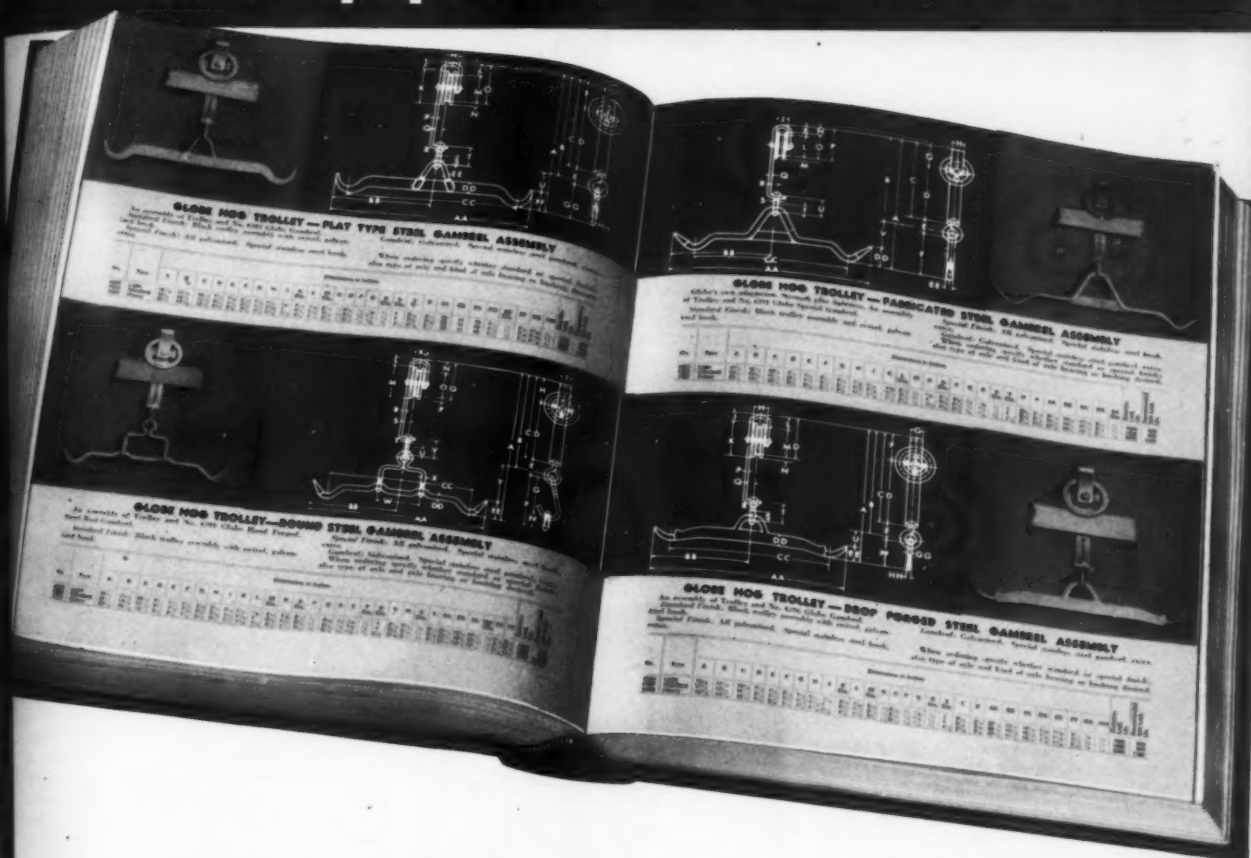


The New **GLOBE**

Scientifically Engineered Catalog for the MEAT PACKING INDUSTRY

**A larger (742 pages), more complete catalog of technical
information on every phase of packing house procedure**

GLOBE Equipment Circles the GLOBE



If it Will Save Man Hours, Effect Economies in Production, Maintain Operator Safeguards and Relieve Worker Fatigue, it's in This New Catalog

A quick glance at the summarized Index page of the new Globe General Catalog shows the enormous scope and variety of Globe machinery and equipment all contributing to the successful operation of Meat Packing, Rendering and Sausage Manufacturing operations. Since 1914 Globe has specialized in the manufacture of equipment for your own industry. Much valuable data, new designs and revolutionary methods have been developed and collected between the covers of this catalog to make it the outstanding authority wherever the design and use of specialized machinery is required.

This new catalog, taking more than 2 years to pre-

pare, is the product of our Engineering Department under the direction of Globe Engineers, each with many years of experience in the meat industry. It was designed to render to you an additional service in the design, manufacture and operation of all the equipment shown. Besides engineering data listed with each piece of equipment, there are more than 50 pages exclusively devoted to Engineering data at the back of the book. Every packing house engineer and superintendent will find the information extremely useful for years to come.

We are proud of our new catalog. A copy is yours for the asking—on your company letterhead, please.

32 years serving the Meat Packing Industry with expertly designed equipment



The **GLOBE** *Company*

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Control of Mold upon Meat

FOOD does not spoil. It is spoiled." The entire frozen food industry is based upon the premise that food quickly frozen and maintained in that condition may be kept indefinitely.

Meat storage, however, involves more than just the preservation of meat. Meat which is frozen immediately after slaughter and kept in a frozen state until just ready for use is tough. The enzymes which may act upon the connective tissues and tender the meat have been immobilized by the low temperatures. If the meat is to be a toothsome morsel, it is necessary that it be hung at a temperature at which these enzymes may work. This temperature is not the temperature of the "deep freeze," but a temperature somewhat above the freezing point of water, namely 34 to 40 degs. F.

Molds grow from tiny seeds known as spores. These spores are microscopic in size. Spores are very resistant to cold. Experimentally some spores have been kept alive for as long as two years at a temperature of 22 degs. F. After this time they were still able to infect meat and to grow mold. Spores are not killed by the temperatures usually encountered in meat storage and mold growth is slowed, but not inhibited at these temperatures.

Humidity Complicates Problem

The four molds found most commonly upon meat are (1) black spot mold (*Cladosporium herbarum*); (2) white mold (*Sporotrichum carnis*); (3) whiskers (*Thamnidium ssp.*); and (4) blue-green mold (*Penicillium expansum*). The black spot mold forms spots $\frac{1}{4}$ to $\frac{1}{2}$ in. in diameter which appear usually on the skin overlying muscle and fat, in particular on the skirt and pleura of beef and on the leg and interior thorax of mutton. Whiskers are a very superficial type of mold which may frequently be removed by wiping the meat with a cloth. Molds are not usually harmful to man, but they are unsightly. Meat which is moldy must be trimmed before it can be sold to a customer.

Experiments have indicated that most mold growth upon meat results from air-borne spores. When these spores settle upon the meat, mold is almost certain to result because temperatures are not sufficiently low to inhibit mold growth and humidities are usually favorable. Molds require moisture and cannot grow under arid conditions. Humidities below 75 per cent retard their growth, but low humidities also dehydrate the meat and toughen it. It is, therefore, customary to maintain humidities at high levels which favor mold growth. In this instance, mold growth is the lesser of several evils. Mold can be removed by trim whereas dehydrated

By WILLIAM T. ANDERSON
Director of Research, Hanovia
Chemical and Manufacturing Co.

and toughened meat is an irreparable loss to everyone.

It can be seen that the control of mold on meat is largely dependent upon the control of air-borne spores. If the air can be kept free of spores, little or no mold will grow upon the meat. The existence of spores in the air indicates the possibility that a reservoir of mold infection is nearby. Molds grow frequently on damp and dirty walls, on uncleaned corners of floors and ceilings, and under leaky steam pipes and other plumbing. Adequate sanitation is, therefore, the

first prerequisite for mold control. Walls should be damp-proofed, and, if practical, finished in a metallized paint which molds do not like, such as aluminum paint. Floors and ceilings should be kept clean. A wash of 5 per cent borax and salicylic acid in water will retard mold and spore growth. Steam and water leaks should be repaired and water condensation should be prevented.

Mold spores do not necessarily originate in the meat storage room. The infested area may be at some distance from the meat with the result that mold infection may occur in a meat storage room which itself is in a most excellent sanitary condition. Air drafts can disseminate spores throughout a building. Spores may settle upon the meat while it is waiting for movement to the cooler. Air-borne spores will enter the storage room when the doors are opened, or as the room breathes.

Spores Come From Afar

Sanitation can reduce the number of mold spores, but cannot eliminate them entirely. In fact, an appreciable amount of mold will form even under the best sanitary conditions because spores can travel by air long distances. Air samples usually disclose the presence of some spores, although their source may not be found and, in fact, may be several miles distant.

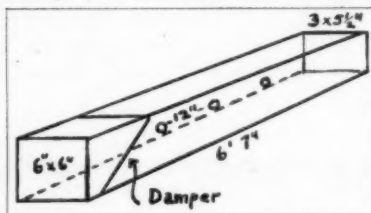
The final control of mold on meat therefore resolves itself to the employment of a means for the destruction of the air-borne spores before they can settle upon the meat. After they have settled, their detection and destruction becomes much more difficult because of their very small size and their ability to hide in the many tiny crevices in the carcasses.

Ultraviolet lamps have been found to provide a means for the destruction of air-borne spores. Spores are very resistant even to ultraviolet so that sufficiently intense lamps must be used. They must be mounted so that the air containing the spores is exposed to them for several minutes at a time. Repeated exposures may be necessary, and for this reason some means for circulating the air, such as a fan, may be required. Spores require an exposure to 1800 watt seconds per square foot ultraviolet radiation at wavelength 2537 angstroms for their destruction. This is about ten times the ultraviolet energy required to kill bacteria. This can be provided on the basis of 0.002 watts 2537 a. lamp rating per cubic foot of room capacity. From this it follows that three 30-in. length ultraviolet tubes can protect a room which has a capacity of 1,000 cu. ft. Larger or smaller rooms require proportionately more or fewer lamps. The lamps should operate con-



NEW SMOKE GENERATOR

New Lipton smoke generating unit delivers 500 cu. ft. per minute of washed smoke for two houses at the Hammond, Standish & Co. plant in Detroit, Mich. Smoke is



delivered to the houses through ducting similar to that shown in sketch. The smoke is discharged through holes in the sides of the duct spaced at 1 ft. intervals. Note that the duct tapers in cross section toward the far end.

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THE BEGINNING OF A NEW ERA IN TALLOW REFINING, TOO!

Results in the refining of fats and tallow are as revolutionary as those described in the recovery of vitamins. With the Solexol Process low-grade fats and tallow may be made to yield 99% white premium-grade products at the lowest processing cost in history. Write for data.

... and the benefits are only beginning

Administered by competent hands, the benefits of vitamins range from a better start in life for new-born babies to better health for grown-ups suffering from dietary deficiencies . . . *and the benefits are only beginning.*

From here on there need be no scarcity of high potency vitamin A . . . because a revolutionary new process, called Solexol, greatly increases the recovery of vitamins from existing supplies of fish oils without any processing loss whatsoever . . . producing in their most effective natural form, vitamins that are practically tasteless and odorless, yet chemically unchanged.

Moreover, Solexol affords an inexpensive means of concentrating vita-

mins to the highest effective potency. Shark liver oil, for example, attains a potency of 400,000 International Units per gram when concentrated 16 times by the Solexol Process, and can be further concentrated, if desired, with total vitamin recovery well over 90%.

Utilizing for the first time, a purely physical solubility principle that separates oil fractions according to molecular weight and structure, the Solexol Process can also be applied with equal efficiency to the refining of other marine, vegetable and animal oils . . . resulting in greater yields of more highly refined products at the lowest net refining cost in history.

Full information may be had by

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SOLEXOL

Decolorizes, saponifies, extracts, concentrates and deodorizes:

VEGETABLE OILS

Soybean Peanut Cottonseed
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Fish body oils and liver oils having widely different physical, chemical and vitamin-potency characteristics.

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The National Provisioner—July 12, 1947

tinually, excepting under exceptional circumstances which will be discussed in subsequent paragraphs.

The spores are killed only when they are near the lamps because it is only here that the ultraviolet energy is sufficient. Air circulation controls their movements and keeps them air-borne. As long as they remain air-borne, they cannot infect the meat and may drift close enough to a lamp to be killed. If the usual air circulation is insufficient, the assistance of a small fan is indicated.

It becomes necessary when considering ultraviolet to also think of sunburn. Meat "sunburns" when exposed to ultraviolet. The effect is very superficial.

The exposed surface of the meat yellows and acquires a characteristic burnt odor. A very light trim will remove the sunburned area and restore the original appearance of the meat. Whole carcasses are very resistant to "sunburn" and it is mostly dressed cuts that show this reaction. Sunburn does not occur if the ultraviolet intensity is below .0072 watt per square foot per 24 hours, that is, if the lamps are 9 or more feet distant from the meat. It is usually preferable to mount or suspend the lamps from the ceiling and to shield them on the underside by a deflector.

The meat handlers and beef luggers are also subject to sunburn. They are mostly protected by their clothing, but

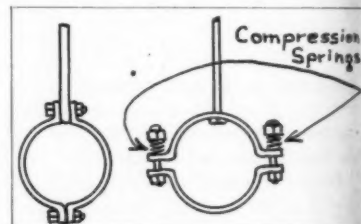
may experience a painful inflammation of the eyes if they can look directly at the ultraviolet tubes. A hat with a broad brim will help protect. Eyeglasses and goggles are, of course, very excellent protection. When ultraviolet is used in small boxes, it may be necessary to interconnect the lamp circuit with the door of the box so that the lamp is extinguished each time the door is opened, and relighted each time the door is tightly closed. This arrangement is not practical if the hot cathode type ultraviolet tube is used because the frequent lightings seriously shorten the life of the lamp. However, it is entirely feasible when cold cathode type tubes are used because frequent lighting of this type does not in any manner affect the life of the tube. Aside from the sunburning of the skin and eyes, ultraviolet will not in any known manner affect plant personnel.

Ultraviolet, then, offers a means for controlling air-borne spores and decreasing, in some instances to the vanishing point, the growth of molds on meats. It can reduce materially the amount of trim required. Experience has indicated that an installation can pay for itself and begin to pay dividends after a few months operation.

PERMITS PIPE EXPANSION

Pipe lines frequently are suspended from ceilings with a half clamp which is belted around the pipe and supported by a ceiling rod. While the arrangement permits the transfer of pipe weight to the ceiling it does not allow for rapid pipe expansion.

One plant which pipes steam to a laundry room in an on-and-off cycle found that the sudden expansion of the tightly-held pipes caused leakage at



the joints. The rigidity of the hanger prevented the downward expansion of the pipe.

The clamps were then turned to the horizontal plane, as shown in the diagram, and compression springs were placed between the nut and clamp base. The springs absorb the downward surge of the pipe in rapid expansion. This treatment eliminated the plant's leakage problem at nominal cost.

SAUSAGE PLANT ADDITION

• Authorization has been granted Frey Brothers, Donaldsonville, La., for construction of a new \$28,000 addition to their sausage plant.

How to Package "Pan Ready" Poultry with Speed and Accuracy . . .



An excellent example of volume check-weighing—College Inn Food Products Co., Chicago, Ill.

When poultry is packaged in consumer cartons at the rate of several hundred or several thousand units per day, the task becomes a volume operation . . . requires volume production methods to cut labor costs and save product for, remember, overweight cartons slice profits at an alarming rate. Accurate weights are important to profitable operation, but getting the work done (fast weighing) is just as vital. EXACT WEIGHT Scales (end-tower models) are expressly designed and built for both in "Pan Ready" poultry packaging . . . are trouble-free . . . combine accuracy and speed in all small and large volume operations. Write for details.



THE EXACT WEIGHT SCALE COMPANY

400 West Fifth Ave., Columbus 8, Ohio

Dept. F

783 Yonge St., Toronto 5, Canada

MID DIRECTORY CHANGES

The following Directory changes have been announced by the Department of Agriculture:

Meat Inspection Granted: Midwest Packing Co., 3d and Choctaw sts., Leavenworth Kans.; S. E. Mighton Co., 150 Northfield rd., Bedford, O.; Cooper Packing Co., 15 Waddell st. N.E., Atlanta, Ga.; Rio Grande Packing Co., Rio Grande, N. J.; Excelsior Quick Frosted Meat Products, Inc., 128 Sheriff st., New York 2, N. Y.; Lem's Caterers, 125 Sisson st., Pawtucket, R. I.

Meat Inspection Withdrawn: Wilson & Co., Inc., 45th st. and 1st ave., New York 17, N. Y.; Libby, McNeill & Libby, Hazletville rd., Wyoming, Del.; P. Sher & Co., foot of 59th ave. West, Duluth 7, Minn.; Meats Co., 1200 Alaskan Way, Seattle 1, Wash.

Horse-Meat Inspection Withdrawn: S. E. Mighton Co., 150 Northfield rd., Bedford, Ohio.

Change in Name of Official Establishment: Deerfoot Farms, Inc., Newton st., Southboro, Mass., instead of Deerfoot Farms Co.; Louis M. Berman, Inc., Grand Army Highway, West of Beulah rd., Westport, Mass., instead of Stop & Shop, Inc.; Interstate Meat Products Corp., 71-75 Paris st., Newark 5, N. J., instead of Fulton Packing Co., Inc.; Pawtucket Packing Corp., 58 Washington st., Pawtucket, R. I., instead of Champagne Packing Corp.; The Cudahy Packing Co., E. Van Buren st., Phoenix, Ariz., instead of Tovrea Packing Co., and Arizona Packing Co.; Neuhoff, Inc., and Acme Provision Co., Inc., Commonwealth ave. Ext., Bristol, Va., instead of Acme Provision Co., Inc.

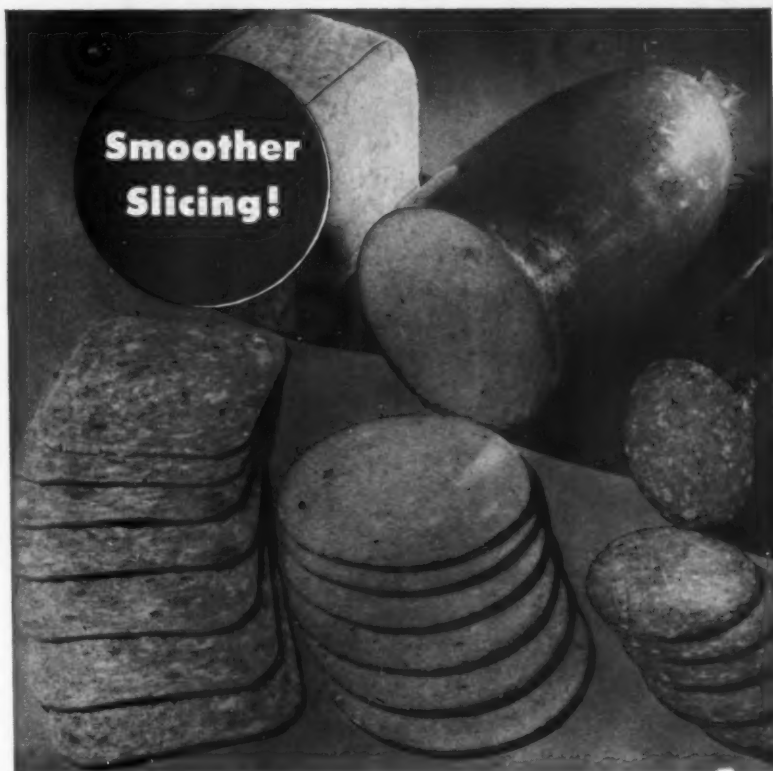
Change in Address of Official Establishment: Fischer Meat Co., 413-415 Delmar blvd., St. Louis 2, Mo., instead of 413-415 Morgan st.; Ted's Meat Co., 107 N. American st., Stockton, Calif., instead of 434 E. Weber ave.

SEEK WIDER FOOD SAFEGUARDS

The Federal Food and Drug Administration last week asked Congress to grant it authorization to seize "filthy, debased or deteriorated" products after they had completed movement through interstate commerce. Charles W. Crawford, associate commissioner of the Administration, told the House Commerce Committee the request was made because of court decisions holding the agency has authority to seize contaminated food and drugs while in movement, but not after they have completed their journey.

NEW BACON-CHEESE SPREAD

Borden's Cheese 'n Bacon Cocktail Spread, a combination cheddar cheese and bacon product of the Borden Co., will be promoted with an intensive magazine and radio campaign. The product will be distributed nationally.



Smooth-slicing loaves and sausages are one of the qualities your customers want. Your products will slice better . . . taste better and sell faster when your formula includes:

BLUE LABEL nonfat dry milk solids

This high-quality product helps improve sausage and meat loaf in five important ways:

1. Helps produce more pleasing sausage flavor and texture.
2. Increases yield and helps reduce shrinkage.
3. Promotes easier slicing, because it acts like a mild binder.
4. Adds to the keeping quality of your meat products.
5. Improves nourishment by adding the complete protein of milk—with its essential amino acids—and other important milk nutrients to the meat used in sausages and loaves.

A natural "ingredient" for sausages and loaves

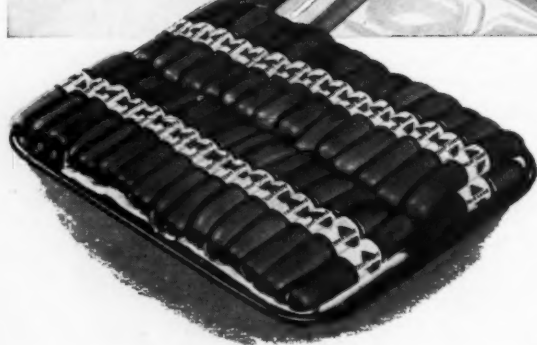
BLUE LABEL is scientifically prepared by Kraft from top-quality, fresh, separated milk . . . dried by the roller process. Order your supply from your nearest Kraft branch today.

Industrial Food Products
KRAFT FOODS COMPANY

General Offices: 500 Peshtigo Court, Chicago 90, Illinois • New York • Minneapolis • Atlanta • San Francisco • Denison, Texas • Branches in all principal cities.



Kartridg-Pak builds brand preference on **BOTH** sides of the counter!



MRS. HOMEMAKER likes Kartridg-Pak banding because it brand-identifies *every* wiener. She can *buy by brand* and know what she's getting.

Butchers like the easier handling, easier wrapping, and more attractive and appealing displays with franks and wieners banded the Kartridg-Pak way.

It's a double-barreled preference-builder that increases sales.

MARATHON CORPORATION



Menasha, Wisconsin



Simple Equipment and Setup Expedite Truck Loading

FRESHNESS and quality of the packer's products and his delivery and refrigeration costs are determined, in some measure, by the efficiency with which his delivery trucks are loaded. Through the use of proper loading dock equipment the W. F. Thiele Company, a Milwaukee sausage manufacturer, has expedited truck loading operations. Some of the features of its setup could be used to advantage by other processors.

One advantage is gained in loading wrapped pork and sausage orders with the aid of Nutting shelf trucks. In the average plant the wrapped orders are placed in bin type shelves which are located close to the order wrapper. Orders are wrapped as the order assembler puts them up, or as the customers bring their orders for billing. While the wrapped orders are spaced in the bins and marked for convenience in loading the delivery trucks, they still must be individually located and carried from the shelf to the truck as the shipping clerk needs them. While this loading technique is common it is uneconomical.

Zoning Aid Used

In the Thiele plant the wrapped orders are placed on Nutting trucks which are especially designed for holding wrapped orders. Utilizing a special zoning aid—a gummed paper panel on which the customer's name is written, and which has a different color for each route—the wrapped orders for a specific delivery truck are segregated on the proper Nutting shelf truck.

If the orders are numerous the whole truck may be devoted to one zone; if light, only a shelf or partial shelf of the truck is given to the zone. When loading for a particular zone, the whole Nutting truck is moved to the loading platform. The elimination of the indi-

vidual trips to get wrapped orders as they are needed for loading saves much time. With the Thiele arrangement all the wrapped orders for any zone can be stationed right by the delivery truck into which they are to be loaded.

On heavy order days the delivery trucks can be loaded for early runs and the Nutting shelf trucks can be freed for subsequent handling of wrapped orders. With bin shelf type of storage for wrapped orders, unless the shelves are largely cleared, the wrapper must waste time trying to find a place for his orders since only spots are emptied along the bins. On busy days the wrapper spends a good deal of time walking to and from the farther ends of his bin shelves.

Last, the shelf trucks do not tie up floor space as bin shelves do. This permits greater flexibility in the employment of the order cooler.

Another unit handling step-saver is the Sheppard Ward portable skid. The Thiele sausage plant ships a good percentage of its orders in cartons. If the cartons are placed on a portable skid, they can be moved to the loading dock as a unit. Skid loading saves the truck loader several trips into the order assembly room for he makes one trip for all the cartons. Use of the skid is also safer. The average truck loader will lug a box weighing 100 to 125 lbs. rather than take the time to get a hand truck for it, running the risk of injury from a slip or a strain. Or, the loaders will go to the other extreme and use two men to handle the box.

The barrel truck employed at the Thiele plant is a simple but useful tool. This specialized type of truck often is missing on the loading docks of houses handling a considerable volume of barreled meats. Of course, any hand truck is better for barrel moving than the

tedious job of rolling the container on its bottom. (If the bottom is at all weak it will probably fall out as the barrel is being rolled.) However, while the ordinary two-wheel truck is good for boxes, etc., it is difficult to handle in tilting the truck backward with a loaded barrel resting on the bottom bar. The loader must use one hand to brace the barrel against the truck frame as he tries to get sufficient leverage with the other hand to tilt the loaded truck.

With the barrel truck this jockeying is eliminated since the bottom bar is shaped to permit a greater portion of the barrel to rest against it. When the hoop hook is placed over the upper rim of the barrel the truck can be tilted quickly. The worker can take a natural stance in handling the truck and has two hands free to apply the necessary force.

At the Thiele plant the overhead rail arrangement simplifies the movement of carcasses to the delivery truck. The overhead rail runs the entire length of the loading dock and provides a maximum amount of working area. Because rail space is ample, the beef orders can be assembled in the cooler and pushed out in load lots to the truck on which they are to be placed. Thus truck orders are handled as a unit rather than requiring a loader to go into the cooler every time the checker needs a brisket, rump, etc.

Ample space is another feature of the loading dock. All too frequently, meat plant loading platforms are cramped and appear to have been added as an afterthought following provision of all other facilities. In such circumstances placing a skid behind a delivery truck means that whole platform area is effectively blocked. A platform with plenty of space permits loading and unloading crews to work without obstructing each other and speeds turnaround on trucks which come into the dock loaded or empty.

Rollaway doors which are electrically operated permit the segregation of the loading area from the outside. They can be opened and closed quickly to allow truck entry or exit. They also help to maintain more even temperature and humidity conditions in the loading area and help to retain in it the refrigeration gained through the dock's proximity to coolers.

OVERINFLATION RESULTS

Overinflation does not compensate for overloading, the B. F. Goodrich Co. pointed out recently. It does not add strength to the tire—in fact it actually weakens the cord body by reducing its ability to absorb road shocks, resulting in several types of failures. Tires are designed to operate at certain recommended inflation levels which provide normal flexing with proper deflection and road contact. If the flexing is changed from normal, either by overinflation, underinflation or overload, satisfactory service cannot be obtained.

RAILROADS MAY STOP LIVESTOCK PICK-UP

In an application docketed by the Illinois Freight Association, et al, a number of railroads have proposed to eliminate the free livestock pick-up service for carload shipments at certain middlewestern points. The service was initiated in 1935 to meet the competition of trucks, but is now declared to be too high in cost to compensate for low revenue-producing traffic.

Shipments which would be affected are those originating at certain points in Illinois, Indiana, Iowa, Minnesota, Wisconsin and South Dakota, to specific markets in the same states. Distances involved are within 240 miles of each point. Railroads involved are the Illinois Central; the Chicago, Milwaukee, St. Paul & Pacific; the Chicago Great Western; the Chicago, Rock Island & Pacific; the Chicago & North Western, and the Chicago, Burlington, & Quincy.

Under the present arrangement, livestock is picked up at farms at the expense of the carriers by trucklines under contract with the carriers.

STATE OLEO TAX UPHELD

Constitutionality of South Dakota's butter substitute tax was upheld recently by the State Supreme Court. Reversing a Hanson County Circuit Court judgment, the high state tribunal ruled

RECENT TREND IN INDUSTRY UNITS

War-born scarcity, with the opportunities for higher prices it offered to some operators, brought about the entry of marginal units in the meat packing industry in recent years. This accounts for the general rise in the percentage of meat supplied to consumers by farm slaughterers, and wholesale and retail outlets other than federally inspected plants, through and immediately following the war years.

The exception to the trend was in lamb and mutton. Federally inspected plants have handled an increasing share of this business, according to a table released by the U. S. Department of Agriculture.

The following USDA table shows the percentage trend in production of the various kinds of meat through the war years, and the periods immediately before and after the war years:

MEAT PRODUCTION BY CLASS OF SLAUGHTER

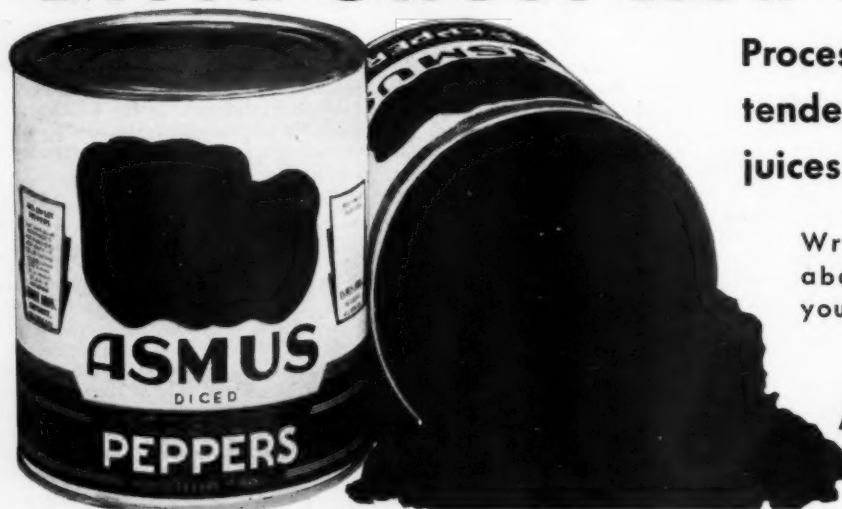
	Average 1937-41 Per cent	1942 Per cent	1943 Per cent	1944 Per cent	1945 Per cent	1946 Per cent
BEEF:						
Federally inspected	69.5	71.8	69.6	73.0	70.4	68.4
Other wholesale and retail.....	27.4	25.4	27.3	23.6	26.3	35.7
Farm	3.1	2.8	3.1	3.4	3.3	5.9
VEAL:						
Federally inspected	56.3	57.9	51.2	53.3	49.5	44.8
Other wholesale and retail.....	33.5	34.7	41.2	40.4	43.9	47.7
Farm	8.2	7.4	7.6	6.3	6.6	7.5
LAMB AND MUTTON:						
Federally inspected	80.3	84.4	86.8	86.6	86.6	87.8
Other wholesale and retail.....	16.9	13.3	11.0	11.1	11.1	8.8
Farm	2.8	2.3	2.2	2.3	2.3	2.3
PORK EXCLUDING LARD:						
Federally inspected	64.5	69.5	68.2	71.1	59.7	59.4
Other wholesale and retail.....	15.3	15.4	18.0	15.4	23.0	28.3
Farm	20.0	15.1	13.8	13.5	17.3	17.4
TOTAL MEAT:						
Federally inspected	67.0	70.5	68.8	71.2	64.9	60.1
Other wholesale and retail.....	21.4	20.4	22.0	19.9	25.3	28.3
Farm	11.6	9.1	9.2	8.9	9.8	11.6

that the tax law was a revenue measure, within the state legislature's power to enact; that it did not create a butter subsidy, and that the trial court was without power to inquire into legislative

motives for the purpose of ascertaining constitutionality.

The lower court was directed to dismiss the case, instituted by Leo Schmitt, Alexandria merchant.

ACT NOW to Improve Your Products with ASMUS Diced Sweet Red PEPPERS



Processed to a correct
tenderness in their own
juices (no salt added)

Write us today and learn
about our plan to cover
your annual requirements

Asmus Bros. Inc.
523 East Congress
Detroit 26, Mich.

Diced Sweet Red Peppers at their Best

Daube Plant at Corfu

(Continued from page 16.)

Equipment for the new plant was furnished by a number of firms. On the killing floor the Globe Co. of Chicago furnished the hog hoist, scalding tub, knocking pen, bleeding hoist, tripe washer and a number of trucks. A Cincinnati Butchers' Supply Co. hog scraper and a Howe scale are also found on this floor.

Sausage meat preparation room facilities include a grinder, vacuum

room equipment includes Globe and Buffalo stuffers, three linkers by Linker Machines, Inc., Taylor thermometers and two Jourdan process cookers. Loaves, hams, etc. are baked in an Advance Oven Co. unit.

Equipment in the cutting and fabricating room includes a Jones-Superior saw, a Doall cutter, Federal steakmaker, Townsend Engineering Co. skinning machine, Bunn tying machine and a Fastie unit for crimping ends of artificial casings.

Insulation was furnished by the Arm-

were furnished by the York Corporation. An Ingersoll-Rand air compressor supplies air for processing operations. Track and platform scales were furnished by the Howe Scale Co. and Toledo Scale Co.

The firm distributes its sausage and meat products over a suburban and rural territory within about 30 to 40 miles of the plant.

FOOD TECHNOLOGISTS MEET

Programs for the Pacific Industrial Conferences and the 1947 Pacific Chemical Exposition, to be held concurrently in San Francisco, October 21 through 25, have been announced by Dr. R. D. Stewart, program coordinator, who said that anyone registering for either conference is invited to attend all meetings scheduled. Participating groups include the Institute of Food Technologists and the American Chemical Society. Speeches which will be of special interest to packers at the joint meeting of the northern and southern California sections of the Institute of Food Technologists are: "Chemical Studies on Flavors" by Professor A. J. Haagen-Smit of the California Institute of Technology in Pasadena; "Microbiology of Foods" by Charles Townsend of the National Canners Association, San Francisco, and "Proteins and Amino Acids in the Food Industry" by Dr. M. S. Dunn of the University of California.



FABRICATION FOR PURVEYORS

The firm has a considerable volume of trade in fabricated meat cuts with restaurants, roadside stands and other purveyors of food. Operator is shown making chops with a power saw for a restaurant. At right is machine on which several cuts can be combined and tendered into steaks.

mixer, cuber and two silent cutters made by John E. Smith's Sons Co. of Buffalo, N. Y., an Enterprise, Inc. stainless steel jacketed kettle and a York Flak-Ice machine. The manufacturing

strong Cork Co. and cooler doors by the Jamison Cold Storage Door Co. Gebhardt units of the Advanced Engineering Corp. are found in most coolers while refrigeration compressors

An "Individualized" NUKEM Acid Proof FLOOR Will Withstand the Conditions in Any Food Plant

- One of the various types of NUKEM Floors will resist any type of corrosion found in food plants.
- They are immune to all food acids, such as milk, fruit and vegetable juices, meat, oils and sugars.
- Are unaffected by strong alkaline cleaning compounds.
- Are leak and wear proof.
- Are "tailor-made" to meet the conditions in your own plant.
- Are ideal for packing plants, dairies, canneries and other food processing plants.

Write for bulletin describing NUKEM floor construction in detail.



NUKEM Products CORPORATION
119 COLGATE AVE., BUFFALO 20, N. Y.

Now, too, can profit from
the Operation Economics
and "Quality Performance" of
"FORM-BEST" STOCKINETTES
and
"PIN-TITE" SHROUD CLOTHS
backed by the
helpful, dependable
service of
Cincinnati
COTTON PRODUCTS CO.
CINCINNATI, OHIO

NEVERFAIL

...for
taste-tempting
HAM
FLAVOR

Pre-Seasoning

3-DAY HAM CURE

It's the good, old-fashioned, full-bodied ham flavor that your customers want. That's what NEVERFAIL gives you. For extra goodness, NEVERFAIL imparts to the ham a distinctive, aromatic fragrance . . . because it pre-seasons as it cures. In addition, the NEVERFAIL 3-Day Ham Cure always produces an appetizing, eye-catching pink color . . . mouth-melting tenderness . . . and a texture that's moist but never soggy. Write today for complete information.

"The Man Who Knows"



"The Man You Know"

H. J. MAYER & SONS CO., INC.

6815 S. Ashland Ave., Chicago 36, Ill.

In Canada: H. J. Mayer & Sons Co., Limited, Windsor, Ontario

New Trade Literature

Water Conditioning Equipment (NL 388).—A revised edition of an earlier brochure describing carbonaceous zeolite water conditioning equipment for softening boiler feed and industrial process waters contains seven typical installations of the equipment and a number of application flow diagrams. Curves, tables and listings of the various chemical reactions involved are included.—Cochrane Corp.

Electronic Controls (NL 390).—A 20 page, three color book explains measuring and control systems; the electronic control principle; multironic, proportioning, automatic positioning and program control. Graphs, diagrams and photographs are included. Millivoltmeter, potentiometer and resistance thermometer controllers are shown as well as indicating pyrometers and other instruments, and listings and specifications on standard instruments.—Wheelco Instruments Co.

Spray Type Air Units (NL 392).—A pocket size folder presenting general description, specifications and construction features of spray type air cooling units is now available. Photographs and full cut-away views are included for illustration.—Buildice Co., Inc.

Sanitizing Agent (NL 394).—An illustrated booklet of data on modern scientific chemical sterilization with bactericide describes manufacturing processes and presents typical applications of the bactericide for general disinfecting, chemical sterilization, sanitizing and deodorizing.—Oakite Products, Inc.

Cleaning Compounds (NL 395).—Proper solutions to be used in the cleaning of various materials, such as aluminum, bottles, wood and barrels, cooking utensils and equipment, are listed in a newly released folder.—Leland Chemical Co., Inc.

Steelbinder Equipment (NL 397).—Two color folders describe and illustrate features and construction of bulkbinding heavy duty strapping tools and general utility steelbinders for shipping, storage and maintenance.—A. J. Gerrard & Co.

Rubbish Destructor (NL 398).—A color folder presents engineering and construction features, dimensions, specifications and installations of air cooled incinerators. Cut-away views and pictures are included.—The Plibrico Jointless Firebrick Co.

Heat Sealing Aluminum Foil (NL 418).—A color folder of the material itself describes advantages and applications of a newly developed aluminum foil easily heat sealed. Protection is explained.—Milprint, Incorporated.

Use this coupon in writing for New Trade Literature. Address The National Provisioner, giving key numbers only. (7-12-47).

No.
Name
City
Street

MARKET SUMMARY

DETAILED INFORMATION INDEX

Cattle Provisions.....	47	Vegetable Oils.....	51
Lard.....	47	Hides.....	52
L. C. L. Prices.....	46	Livestock.....	54
Tallow and Greases.....	50		

Hogs—Pork—Lamb

HOGS

Chicago hog market this week: \$1.25 higher; other markets mostly 75c to \$1.25 higher with spots up to \$1.50 higher.

	Thurs.	Wed. last week
Chicago, top	\$26.00	\$24.75
4 day avg.....	21.57	21.52
Kan. City top.....	25.35	24.50
Omaha, top	25.50	24.50
St. Louis, top.....	26.25	24.75
Corn Belt, top.....	24.25	23.50
St. Paul, top.....	25.25	24.10
Indianapolis, top ..	26.35	25.00
Cincinnati, top	26.00	25.00
Baltimore, top.....	26.00	26.00
Receipts 20 markets		
4 days	303,000	314,000
Slaughter—		
Fed. Insp.*	761,000	850,000
Cut-out	180-220	240-270
results	220 lb.	240 lb.
Last week.....	.36 — 1.15	— 2.84

PORK

Chicago:			
Reg. hams,			
all wts. ....	.51 @52	49 @50½n	
Loins, 12/16 ..	.46 @48	45 @46	
Bellies, 8/12 ..	.47	46	
Picnics,			
all wts. ....	.24½ @36	24¼ @36	
Reg. trim-			
mings .....	.17½ @18½	17½ @18½	
New York:			
Loins, 8/12 ..	.53 @54	53 @54	
Butts, all wts. 42	@44	42 @44	

LAMBS

Chicago, top	\$25.50	\$23.50
Kan. City, top.....	26.00	24.50
Omaha, top	25.50	24.50
St. Louis, top.....	25.75	24.25
St. Paul, top.....	25.25	22.00
Receipts 20 markets		
4 days	151,000	159,000
Slaughter—		
Fed. Insp.*	257,000	296,000
Dressed lamb prices:		
Chicago, choice....	46@48	45@46
New York, choice...	47@50	46@49

Cattle—Beef—Veal

CATTLE

Chicago cattle market for the week: Higher for all killing classes. Steers, \$1.00 to \$2.00 higher; heifers, \$1.00 to \$2.00 higher; cows, \$1.00 to \$2.00 higher; canners and cutters, \$1.00 to \$1.50 higher; bulls, 50c to \$1.00 higher; calves, 50c to \$1.00 higher.

	Thurs.	Wed. last week
Chicago steer top...	\$29.75	\$29.75
4 day cattle avg...	27.50	26.50
Chi. bol. bull top...	18.50	18.00
Chi. cut. cow top...	14.00	13.00
Chi. can. cow top...	11.50	10.00
Kan. City, top.....	29.50	28.75
Omaha, top	29.75	28.75
St. Louis, top.....	28.00	26.75
St. Paul, top.....	30.00	28.50
Receipts 20 markets		
4 days	234,000	213,000
Slaughter—		
Fed. Insp.*	239,000	260,000

BEEF

Carcass, good, all wts.:			
Chicago .....	.42 @43	40 @42	
New York .....	.43 @44½	41 @42½	
Chi. cut., Nor. .24	@24½	22½ @23	
Chi. can., Nor. .24	@24½	22½ @23	
Chi. bol. bulls,			
dressed .....	.27 @28	26½ @27	

CALVES

Chicago, top	\$24.50	\$24.00
Kan. City, top.....	23.00	23.00
Omaha, top	21.00	21.00
St. Louis, top.....	25.50	24.00
St. Paul, top.....	25.00	24.00
Slaughter—		
Fed. Insp.*	127,000	156,000
Dressed veal:		
Good, Chicago	29@32	32@34
Good, New York....	28@33	29@32

*Week ended July 5.

Hides—Fats—By-Products

HIDES

Chicago packer hides: Heavy hides steady; lights easier.

	Thurs.	Wed. last week
Hvy. native		
cows .....	.26½ @27	26 @27n
Nor. Calf		
(heavy and		
light)	80	80
Nor. native,		
Kipskin	57½	57½
Outside Small Pkr.		
Native, all weight,		
strs. & cows.20	@25	20 @25

TALLOW, GREASES, ETC.

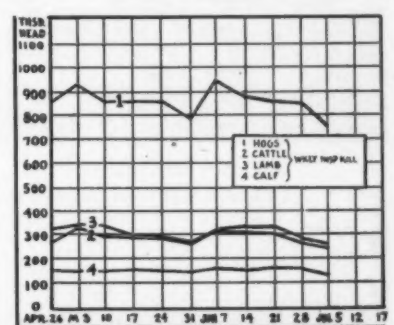
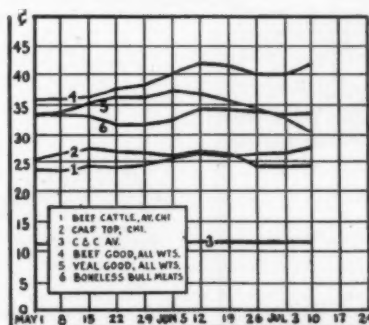
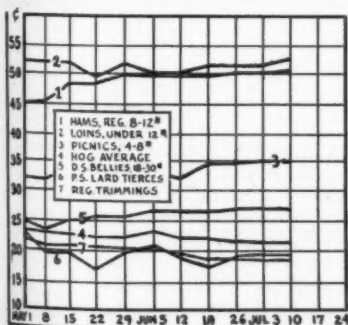
Chicago tallow: Firmer on light offerings.			
Fancy tallow....	.12 @12¼	12	
Chicago grease: Firm on light offerings.			
Choice white grease..	.11½ @12	11½	
Chicago By-Products: Strong to higher.			
Dry rend.			
tankage	*1.85@1.95	*1.80	
10-11%			
tank.	*7.25@7.50	*7.25@7.50	
Blood	*6.50@6.75	*6.50	
Digester tankage			
60%	\$101.00	98.00	
Cottonseed oil,			
Val & S. E....	.22n	22½ @23n	
*F.O.B. shipping point.			

LARD

Lard—Cash	19.52½ax	18.40ax
Loose	16.37½n	15.75ax
Leaf	15.37½n	14.75n

LIVESTOCK CAR LOADINGS

A total of 12,186 cars were loaded with livestock during the week ended June 21, according to the Association of American Railroads. This was 124 cars below the same week a year ago and 1,336 cars below the same week in 1945.



It pays to buy
CANNON DICED



PEPPERS

Firm-Rich, Deep Red

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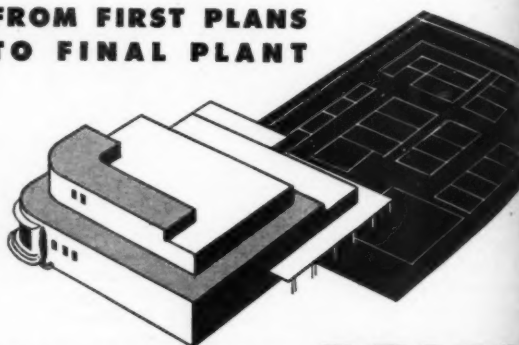
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Meat Production Is Down 10% From Preceding Week

Production of meat under federal inspection dropped 10 per cent during the July 4th holiday week, according to the U. S. Department of Agriculture.

Meat output for the week ended July 5 totaled 253,000,000 lbs., compared with 281,000,000 lbs. in the preceding week. However, this was 73 per cent over the

put of inspected veal for the three weeks under comparison was 14,400,000, 17,600,000 and 6,700,000 lbs., respectively.

Hog slaughter was estimated at 761,000 head which was 10 per cent below the 850,000 head slaughtered during the preceding week, but more than double the 375,000 reported for the same week in 1946. Estimated pork production was 113,000,000 lbs., compared with 126,-

Employee Productivity Improvement Noted by Some Firms in Survey

Executives in two out of every five companies report that production per employee is greater now than a year ago according to the latest monthly survey on personnel problems conducted by the National Industrial Conference Board. A similar number declare that production is about the same as it was a year ago and one in ten asserts that employee output is either less than a year ago or "better in some departments and poorer in others." Most companies reporting an increase hesitated to express the improvement in terms of definite figures; where percentages were furnished, they ranged from 8.5 per cent to 30.0 per cent. Several of the executives whose employees are producing no more than a year ago say that quality has improved noticeably.

Compared with prewar experience, the record is reported as not nearly so favorable. Production per employee is less now in approximately 40 per cent of the cooperating companies and greater than prewar in only one out of four cases. In about 25 per cent of the companies, executives estimate that production is about the same as before the war.

A variety of multiple reasons were cited for the increases in production, among them the increased skill of workers resulting from intensive training and improved methods and the return of experienced workers from the armed services. Approximately 40 per cent of the cooperators give some credit to improved wage incentive plans and about the same number mention the contribution made by new equipment and tools. A significant number stressed the importance of the higher caliber of supervision achieved through supervisory and foreman development programs.

Unions and their "willingness to cooperate" are given credit in several cases. The great majority of the companies that appear most satisfied with their production figures emphasize "a noticeable change for the better in employee attitudes." In this latter group are companies that have made a concerted effort to improve their channels of communication with employees in the ranks. This has been attained not only by bringing pertinent information to the worker via bulletin boards, house organs, special letters and group meetings, but also by increasing the amount of information at the disposal of the supervisor to be passed along to subordinates.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended July 5, 1947:

	Week July 5	Previous week	Cor. wk. 1946
Cured meats, pounds	18,504,000	15,584,000	12,005,000
Fresh meats, pounds	38,652,000	33,788,000	12,231,000
Lard, pounds	339,000	6,176,000	696,000

ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended July 5, 1947, with comparisons										
Week Ended	Beef		Veal		Pork (excl. lard)		Lamb and mutton		Total meat	
	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	Prod. mil. lb.	
July 5, 1947	239	115.4	127	14.4	761	113.4	257	10.0	253.2	
June 28, 1947	200	126.1	156	17.6	850	125.8	296	11.5	281.0	
July 6, 1946	124	63.8	59	6.7	375	62.5	344	13.7	146.7	

AVERAGE WEIGHTS—LBS.										
Week Ended	Cattle		Calves		Hogs		Sheep & lambs		LARD PROD.	
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed	Per 100 mil. lb.	Total mil. lbs.
July 5, 1947	910	483	205	113	274	149	86	39	15.5	32.2
June 28, 1947	914	485	204	113	271	148	85	39	15.2	35.0
July 6, 1946	947	515	205	114	282	167	86	40	11.7	12.4

147,000,000 lbs. produced in the corresponding holiday week a year ago.

Cattle slaughter for the week was estimated at 239,000 head which was 8 per cent below the 260,000 slaughtered in the previous week, but nearly double the 124,000 recorded for the same week a year ago. Beef production was calculated at 115,000,000 lbs., compared with 126,000,000 lbs. for the preceding week and 64,000,000 a year ago.

Calf slaughter was estimated at 127,000 head, 19 per cent below the 156,000 reported in the preceding week and more than double the 59,000 processed in the comparative week last year. Out-

000,000 last week and 63,000,000 in the week under comparison last year. Lard production totaled 32,200,000 lbs., compared with 35,000,000 in the previous week and 12,400,000 in the same week last year.

The number of sheep and lambs slaughtered during the week was estimated at 257,000 head. This was 13 per cent below 296,000 reported for the preceding week and 25 per cent below 344,000 recorded for the same period last year. Production of inspected lamb and mutton in the three weeks under comparison amounted to 10,000,000, 11,500,000, and 13,700,000 lbs., respectively.

Meat Supply Prospects

(Continued from page 13.)

hogs will be slaughtered in the marketing year beginning October 1 than in 1946-47. It is estimated that there were 24,200,000 hogs over 6 months of age in the U. S. June 1, or 5 per cent more than a year earlier. If the hog-corn price ratio continues below average there will be a tendency to market 1947 spring pigs earlier and at lighter weights than in the past few years.

Farmers reported June 1 their intentions to have 5,200,000 sows farrow in the 1947 fall season. If these intentions are carried out, and an average number of pigs is saved per litter, the 1947 fall pig crop will total around 32,500,000, or 6 per cent more than the last fall pig crop of 30,600,000.

Total sheep and lamb slaughter this year will be materially smaller than the 22,800,000 slaughtered in 1946, and the smallest in several years, the Department predicts, pointing out that present stock sheep numbers are the smallest on record and that the 1947 lamb crop probably is 7 to 12 per cent below the 1946 crop of 25,000,000. Slaughter of sheep and lambs, which was 23 per cent below a year ago through the first five months of this year, will continue lower

than a year ago for the most part. The seasonal fall decline in lamb prices is likely to be only moderate if consumer spending continues high.

GRADING OF MEAT IN APRIL

Official grading¹ of meats, meat products and by-products during April, compared with March and with April, 1946, is reported by the U. S. Department of Agriculture, in thousands of lbs. (i.e. "000" omitted) as follows:

	Apr. 1947	Mar. 1947	Apr. 1946
	1,000 lb.	1,000 lb.	1,000 lb.
Fresh and frozen:			
Beef	275,532	296,502	688,118
Veal	17,786	17,786	80,188
Lamb	16,637	18,581	75,296
Yearling and mutton	615	510	5,615
Pork	1,109	1,312	17,393
Meats, canned ²	...	...	24,269
Meats, cured	1,421	1,163	23,857
Lard	276	2,781	43,201
Lard substitutes and edible tallow	56	89	71
Sausage and ground meats	1,207	584	920
Miscellaneous meats ³	375	291	291
Total meats & lard ⁴	315,014	339,642	950,208
Oleomargarine and oleo oil	2,905	1,108	...
Horse meat:			
Canned	610	4,122	350
Cured	...	...	184
Hog casings (1000 bundles)	...	...	2

¹Includes all gradings for the Commodity Credit Corporation. ²Figures for canned meats are incomplete as an undetermined amount is included with the cured meats classification. ³Includes pork fat. ⁴Includes beef suet. ⁵Totals based on unrounded numbers.

MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MEATS

CARCASS BEEF

Choice native steers—	
All weights	43¢@44
Good native steers—	
All weights	42¢@43
Commercial native steers—	
All weights	39¢@40
Cow, commercial	31¢@34
Cow, canner and cutter	22¢@24
Hindquarters, choice	50¢@54
Forequarters, choice	36
Cow, hindquarter, comm.	32¢@35
Cow, forequarter, comm.	24¢@26

BEEF OUTS

Steer loin, choice	73¢@76
Steer loin, good	70¢@72
Steer loin, commercial	62¢@65
Steer round, choice	47¢@50
Steer round, good	47¢@50
Steer rib, choice	52¢@54
Steer rib, good	50¢@52
Steer rib, commercial	42¢@45
Steer rib, utility	30
Steer sirloin, choice	80¢@85
Steer sirloin, commercial	45¢@52
Steer chuck, choice	36¢@38
Steer chuck, good	36¢@38
Steer brisket, commercial	34¢@36
Steer brisket, choice	39
Steer brisket, good	39
Steer back, choice	21
Fore shanks	21
Hind shanks	18
Beef tenderloins	1.30¢@1.45
Steer plates	15¢@17

VEAL—HIDE OFF

Choice carcass	33¢@35
Good carcass	29¢@32
Commercial carcass	28¢@29
Utility	26

BEEF PRODUCTS

Brains	6¢@7
Hearts	10¢@11 1/2
Tongues, select, 3 lbs. & up,	
fresh or froz.	28¢@29
Tongues, house run,	
fresh or froz.	24¢@25
Tripe, cooked	10¢@10 1/2
Livers, selected	46¢@50
Kidneys	19¢@21
Cheek meat	18¢@20
Lips	6¢@7
Long bones	5 1/2¢@6 1/2
Melts	7¢@7 1/2

FRESH PORK AND PORK PRODUCTS

Fresh sk. ham, 8/18	51¢@54
Reg. pork loins, und. 12 lb.	52¢@54
Picnics	35¢@36
Skinned shdres, bone in	32¢@35
Spareribs, under 3 lbs.	39¢@40 1/2
Boston butts, 3/8 lbs.	40¢@41
Boneless butts, c.t.	57¢@58
Pigs' feet, front	11¢@12
Kidneys	15¢@17
Livers	31¢@32
Brains	17¢@18
Ears	9¢@10
Shouts, lean in	11¢@12

CALF

Choice, 225 to 300 lbs.	37¢@38
Good, 225 lbs. down	36¢@37
Commercial	31¢@33

LAMBS

Choice lambs	46¢@47
Good lambs	42¢@43
Commercial lambs	36¢@37
Utility	30¢@34

MUTTON

Good and choice	18¢@19
Commercial	17¢@18
Cull	15¢@16

SAUSAGE CASINGS

(F. O. B. Chicago)
(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 1 1/2 to 1 3/4 in., 150 pack	30¢@40
Domestic rounds, over 1 1/2 in., 140 pack	40¢@50
Export rounds, wide, over 1 1/2 in.	60¢@75
1 1/2 to 1 3/4 in.	35¢@50
Export rounds, narrow, 1 1/2 in. under	70¢@90
No. 1 weasands, 24 in. up	11¢@12
No. 1 weasands, 22 in. up	9¢@11
No. 2 weasands	6¢@8
Middle sewing, 1 1/4 in.	85¢@1.20
2 in.	1.30¢@1.35
Middles, select, wide	1.40¢@1.60
2 1/2 in. & up	1.85¢@2.15
Beef bungs, domestic	13¢@14
Dried or salted bladders, per piece:	
12-15 in. wide, flat	12¢@13 1/2
10-12 in. wide, flat	8¢@9 1/2
8-10 in. wide, flat	5¢@6 1/2
Pork casings:	
Extra narrow, 20 mm. & dn.	3.00¢@3.25
Narrow mediums, 20@32 mm.	2.75¢@3.10
Medium, 32@35 mm.	2.50¢@2.75
Spe. medium, 35@38 mm.	2.45¢@2.65
Wide, 38@43 mm.	2.25¢@2.55
Export bungs, 34 in. cut	33¢@37
Large prime bungs, 34 in. cut	28¢@32
Medium prime bungs, 34 in. cut	21¢@23
Small prime bungs	13¢@16
Middles, per set	30¢@35

SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Allspice, prime	28	31
Resifted	29	32
Chili powder	36¢@40	
Cloves, Zanzibar	19 1/2¢@21	23 1/2¢@24
Ginger, Jam., unbl.	21	24¢@25
Cochin	19	22¢@24
Mace, fcy. Banda	1.79¢@1.82	
East Indies	1.75¢@1.80	
West Indies	1.75¢@1.80	
Mustard, sour, fcy.	26	
No. 1	85¢@91	
West India Nutmeg	38	
Paprika, Spanish	39¢@40	
Pepper, Cayenne	47¢@50	
Red, No. 1	42¢@44	
Pepper, black	35¢@38	
Pepper, white	35 1/2¢@37 1/2	
Minced luncheon spec., ch.	27 1/2¢@28 1/2	
Tongue and blood	27 1/2¢@28 1/2	
Blood sausage	27 1/2¢@28 1/2	
Souse	41 1/2¢@42 1/2	
Polish sausage		

SAUSAGE MATERIALS

Reg. pork trim (50% fat)	20¢@22
Sp. lean pork trim, 85%	32¢@33
Ex. lean pork trim, 95%	42¢@44
Pork cheek meat	27¢@28
Boneless bull meat	35¢@36 1/2
Boneless chucks	
Shank meat	
Beef trimmings	24¢@25
Dressed canners	25¢@26
Dressed cutter cows	28¢@29 1/2
Dressed bologna bulls	21¢@22
Pork tongues	

WHOLESALE SMOKED MEATS

Fancy regular hams, 14/15 lbs., parchment paper	54¢@56
Fancy skinned hams, 14/15 lbs., parchment paper	56 1/2¢@58 1/2
Fancy trim, brisket off, bacon, 8 lb. down, wrap	62¢@64
Square cut seedless bacon, 8 lb. down, wrap	56 1/2¢@58 1/2
No. 1 beef sets, smoked	
Insides, C Grade	
Outsides, C Grade	
Knuckles, C Grade	

FANCY MEATS

Tongues, corned	
Veal breads, under 6 oz.	
6 to 12 oz.	
12 oz. up	
Beef kidneys	
Lamb fries	
Beef livers	
Ox tails under 1/2 lb.	
Over 1/2 lb.	

CURING MATERIALS

Nitrite of soda (Chgo. w'hee)	
In 425-lb. bbls., del.	8.75
Saltpeter, n. ton, f.o.b. N. Y.	4.00
Dbl. redned gran.	2.24
Small crystals	11.00
Medium crystals	12.00
Pure rfd., gran. nitrate of soda	4.00
Pure rfd., powdered nitrate of soda	4.00
Salt, in min. car of 80,000 lbs. only, f.o.b. Chgo. per ton:	
Granulated, kiln dried	12.00
Medium, kiln dried	12.00
Rock, bulk, 40 ton cars	1.00
Sugar—	
Raw, 96 basis, f.o.b.	
New Orleans	5.00
Standard gran., f.o.b. refiners	4.00
Packers curing sugar, 250 lb. bags, f.o.b. Reserve, L.A.	
less 2%	5.00
Dextrose, in car lots, per cwt., (cotton)	4.00
In paper bags	4.00

DRY SAUSAGE

Cervelat, ch. hog bungs	73¢@74
Thuringer	39¢@40
Farmer	56¢@57
Holsteiner	56¢@57
B. C. Salami, new, cond.	40¢@41
Genoa style salami, ch.	40¢@41
Pepperoni	40¢@41
Mortadella, new condition	40¢@41
Cappicola (cooked)	40¢@41
Italian style hams	71

DOMESTIC SAUSAGE

Pork sausage, hog casings	39¢@40
Pork sausage, bulk	39¢@40
Frankfurters, sheep casings	40¢@41
Frankfurters, hog casings	40¢@41
Bologna	40¢@41
Bologna, artificial casings	40¢@41
Smoked liver, hog bungs	42¢@43
New Eng. lunch, specialty	54¢@56

SEEDS AND HERBS

	Ground	Whole for Sam
Caraway seed	32¢@33	37¢@38
Cominos seed	31¢@32	37¢@38
Mustard sd., fcy. yel.	27	
American	26 1/2	
Marjoram, Chilean	16¢@18	19¢@20
Oregano	21¢@22	23¢@24



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CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

CASH PRICES

CARLOT TRADING LOOSE BASIS
F.O.B. CHICAGO OR CHICAGO
BASIS

THURSDAY, JULY 10, 1947

REGULAR HAMS

	Fresh or Frozen	S.P.
8-10	52n	52n
10-12	51½n	51½n
12-14	51n	51n
14-16	51n	51n

BOILING HAMS

	Fresh or Frozen	S.P.
10-18	50n	50n
18-20	49n	49n
20-22	48n	48n

SKINNED HAMS

	Fresh or Frozen	S.P.
10-12	54½	54½n
12-14	54½	54½n
14-16	54½	54½n
16-18	52½	52½n
18-20	50	50n
20-22	47	47n
22-24	45	45n
24-26	41	41n
26-28	35	35n
28-30	35	35n
30-32	34	34n

OTHER D.S. MEATS

	Fresh or Frozen	Cured
Reg. plates	22n	22n
Clear plates	17n	17n
Square joints	24	24
Joint butts	18½ @ 19	19

PICNICS

	Fresh or Frozen	S.P.
4-6	36	36
6-8	34½ @ 35	34½ @ 35
8-10	27½	27½
10-12	26½	26½
12-14	24½	24½
14-16	24½	24½
16-18	24½	24½
18-20	24½	24½

BELLIES

	Fresh or Frozen	Cured
6-8	47	48
8-10	47	48
10-12	47	48
12-14	46 @ 46½	47½
14-16	44	45
16-18	40	41
18-20	38	39

D.S. BELLIES

	Clear
18-20	27½
20-25	27½
25-30	27
30-35	25½
35-40	23½
40-50	20 @ 20½

FAT BACKS

	Green or Frozen	Cured
6-8	14	14
8-10	14	14
10-12	14	14
12-14	14½	14½
14-16	15	15
16-18	15½	15½
18-20	16	16
20-25	16	16

LARD FUTURES PRICES

MONDAY, July 7, 1947

	Open	High	Low	Close
Jul.	19.25	19.25	19.25	19.20a
Sep.	19.25	19.25	19.25	19.45
Oct.	19.30	19.30	19.30	19.50a
Nov.	19.30	19.30	19.30	19.40
Dec.	19.35	19.35	19.30	18.60a
Jan.	19.35	19.35	18.30	18.00n

Sales: 3,900,000 lbs.

Open interest at close Thurs., Jul. 3; Jul. 6; Sep., 611; Oct., 3; Nov., 101; Dec., 36; Jan., 4; at close Sat., Jul. 5; Jul. 6; Sep., 637; Oct. 4; Nov., 102; Dec., 33; Jan., 4 (*40,000 lb. lots).

TUESDAY, July 8, 1947

	Jul.	Sep.	Oct.	Nov.	Dec.	Jan.
Jul.	19.25	19.25½	18.95	19.20	19.20	18.87½n
Sep.	19.25	19.25	19.00	19.25a	19.25a	19.20
Oct.	19.30	19.30	19.00	19.25a	19.25a	19.20
Nov.	19.35	19.40	19.00	19.20a	19.20a	18.35a
Dec.	18.40	18.62½	18.35a	18.35a	18.35a	18.25a
Jan.	18.40	18.62½	18.35a	18.35a	18.35a	18.25a

Sales: 2,780,000 lbs.

Open interest at close Mon., Jul. 7; Jul. 3; Sep., 638; Oct., 5; Nov., 115; Dec., 36; Jan., 4 (*40,000 lb. lots).

WEDNESDAY, July 9, 1947

	Jul.	Sep.	Oct.	Nov.	Dec.	Jan.
Jul.	19.30	19.30	19.30	19.30a	19.30a	19.30a
Sep.	19.30	19.30	19.30	19.30a	19.30a	19.30a
Oct.	19.30	19.30	19.30	19.30a	19.30a	19.30a
Nov.	19.30	19.30	19.30	19.30a	19.30a	19.30a
Dec.	19.30	19.30	19.30	19.30a	19.30a	19.30a
Jan.	19.30	19.30	19.30	19.30a	19.30a	19.30a

Sales: 3,450,000 lbs.

Open interest at close Tues., Jul. 8; Jul. 5; Sep., 664; Oct., 7; Nov., 120; Dec., 38; Jan., 4 (*40,000 lb. lots).

THURSDAY, July 10, 1947

	Jul.	Sep.	Oct.	Nov.	Dec.	Jan.
Jul.	19.70	19.70	19.50	19.52½a	19.52½a	19.52½a
Sep.	19.62½	19.62½	19.62½	19.72½	19.72½	19.72½
Oct.	19.62½	19.62½	19.62½	19.80b	19.80b	19.80b
Nov.	19.62½	19.62½	19.62½	19.80b	19.80b	19.80b
Dec.	19.62½	19.62½	19.62½	19.80b	19.80b	19.80b
Jan.	19.62½	19.62½	19.62½	19.80b	19.80b	19.80b

Sales: About 4,000,000 lbs.

Open interest at close Wed., Jul. 9; Jul. 6; Sep., 686; Oct., 7; Nov., 125; Dec., 38 and Jan., 4 (*40,000 lb. lots).

FRIDAY, July 11, 1947

	Jul.	Sep.	Oct.	Nov.	Dec.	Jan.
Jul.	19.70	19.70	19.50	19.52½a	19.52½a	19.52½a
Sep.	19.62½	19.62½	19.62½	19.72½	19.72½	19.72½
Oct.	19.62½	19.62½	19.62½	19.80b	19.80b	19.80b
Nov.	19.62½	19.62½	19.62½	19.80b	19.80b	19.80b
Dec.	19.62½	19.62½	19.62½	19.80b	19.80b	19.80b
Jan.	19.62½	19.62½	19.62½	19.80b	19.80b	19.80b

Sales: About 8,000,000 lbs.

Open interest at close Thurs., Jul. 10; Jul. 6; Sep., 686; Oct., 7; Nov., 125; Dec., 38 and Jan., 4 (*40,000 lb. lots).

DANISH HOG BREEDINGS INCREASE

An upward trend in breedings indicates some increase in future hog numbers and marketings in Denmark, according to the June census reported by the foreign relations office of the U. S. Department of Agriculture. The number of suckling pigs reported in June in Denmark was above a year ago, reflecting a larger number of spring farrowings, while the number of pigs and slaughter hogs was smaller. The June 7 census showed 139,000 bred sows compared with 120,000 on June 8, 1946; 455,000 suckling pigs compared with 410,000, and 1,108,000 pigs and slaughter hogs compared with 1,228,000.

PACKERS' WHOLESALE LARD PRICES

	Refined lard, tierces, f.o.b.
Chgo.	18.25
	Kettle rend., tierces, f.o.b.
Chgo.	18.50
	Leaf, kettle rend., tierces
f.o.b. Chgo.	18.75
	Neutral, tierces, f.o.b.
Chicago	19.25
Standard shortening, *N. 27.75-8.27.50	
Leaf, kettle rend., tierces, c.a.f.	
N. & S. Hydrogenated	29.50
*Del'd.	

WEEK'S LARD PRICES

	Tierces	Loose	Leaf
	P.S. Lard	P.S. Lard	Raw
July 7	19.20a	16.50a	15.50n
July 8	18.87½a	15.87½a	14.87½n
July 9	19.30a	16.25a	15.25n
July 10	19.52½a	16.37½a	15.37½n
July 11	19.80n	16.50	15.50n

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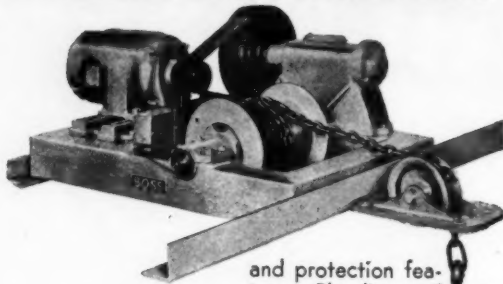
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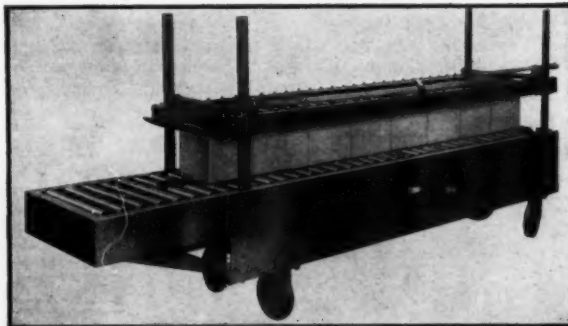
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QUINCY, ILLINOIS

MARKET PRICES *New York*

DRESSED BEEF CARCASSES

City Dressed

July 7, 1947

Choice, native, heavy	47 1/2 @ 49 1/4
Choice, native, light	45 1/2 @ 47 1/4
Good	43 @ 47
Can. & cutter	28 1/2 @ 29 1/2
Utility	29 1/2 @ 31
Bol. bull	27 1/2 @ 29

BEEF CUTS

City

No. 1 ribs	58 @ 60
No. 2 ribs	54 @ 56
No. 1 loins	73 @ 75
No. 2 loins	70 @ 72
No. 1 hinds and ribs	54 @ 56
No. 2 hinds and ribs	52 @ 53
No. 1 rounds	49 @ 51
No. 2 rounds	49 @ 51
No. 1 chucks	40 @ 41
No. 2 chucks	39 @ 40
No. 1 briskets	37 @ 38
No. 2 briskets	36 @ 37
No. 1 flanks	18 @ 20
No. 2 flanks	18 @ 20
No. 1 top sirloins	58 @ 60
No. 2 top sirloins	58 @ 60
Rolls, reg. 4 @ 6 lbs. av.	58 @ 60
Rolls, reg. 6 @ 8 lbs. av.	58 @ 60

FRESH PORK CUTS

Western

Shoulders, regular	37 @ 38
Butts, regular 3/8	40 @ 45
Pork loins, fresh, 12 lbs. dn.	52 @ 57
Hams, regular, under 14 lbs.	54 @ 55
Hams, skinned, fresh, under 14 lbs.	57 @ 58
Picnics, fresh, bone in	38 @ 39
Pork trimmings, reg. lean	37 @ 40
Pork trim, ex. lean	42 @ 44
Spareribs, medium	40 @ 41
Bellies, sq. cut, seedless, 8/12	52 @ 53

City

Pork loins, fr., 10/12 lbs.	52 @ 54
Shoulders, regular	32 @ 34
Hams, regular, under 14 lbs.	52 @ 53
Hams, sknd., under 14 lbs.	55 @ 56
Picnics, bone in	38 @ 39
Pork trim, ex. lean	42 @ 44
Pork trim, regular	23 @ 25
Spareribs, medium	40 @ 42
Boston butts, 3/8 lbs.	40 1/2 @ 45
Bellies, sq. cut, seedless, 8/12	48 @ 49

FANCY MEATS

Tongues, corned	42
Veal breads, under 6 oz.	65
6 to 12 oz.	80
12 oz. up	1.00
Beef kidneys	25
Lamb fries	35
Beef livers	60
Ox tails under 1/2 lb.	16
Oxtails over 1/2 lb.	25

WESTERN DRESSED MEATS AT NEW YORK

WEDNESDAY, JULY 9, 1947

All quotations in dollars per cwt.

FRESH BEEF—STEER & HEIFER:

Choice:	
350-500 lbs.	None
500-600 lbs.	43.00-43.50
600-700 lbs.	44.00-44.50
700-800 lbs.	44.00-45.00

Good:	
350-500 lbs.	42.50-43.00
500-600 lbs.	42.50-43.50
600-700 lbs.	43.00-43.50
700-800 lbs.	43.00-44.00

Commercial:	
350-600 lbs.	40.00-41.00
600-700 lbs.	40.00-42.00

Utility:	
350-600 lbs.	None

COW:

Commercial, all wts.	29.00-33.00
Utility, all wts.	26.00-28.00
Cutter, all wts.	None
Canner, all wts.	None

FRESH VEAL AND CALF:

SKIN OFF, CARCASS:

Choice:	
80-130 lbs.	31.00-33.00
130-170 lbs.	30.00-34.00

Good:	
50-80 lbs.	27.00-30.00
80-130 lbs.	28.00-31.00
130-170 lbs.	26.00-30.00

DRESSED HOGS

Hogs, gd. & ch., hd. on, lf. fat in	
120 to 136 lbs.	36 @ 37 1/2
137 to 153 lbs.	36 @ 37 1/2
154 to 171 lbs.	36 @ 37 1/2
172 to 188 lbs.	36 @ 37 1/2

LAMBS

Choice lambs	49 @ 50
Good lambs	45 @ 46
Commercial	44 @ 46
Utility	38 @ 40

VEAL—SKIN OFF

Choice carcass	32 @ 34
Good carcass	28 @ 31
Commercial carcass	26 @ 28
Utility	20 @ 22

CALF

Choice	32 @ 34
Good	27 @ 31
Commercial	25 @ 28
Utility	20 @ 22

BUTCHERS' FAT

Shop fat	14 @ 16
Breast fat	8 @ 10
Edible suet	8 @ 10
Inedible suet	8 @ 10

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended July 5, 1947, were 7,383,000 lbs.; previous week, 6,094,000 lbs.; for the corresponding week last year 3,929,000 lbs.; January 1 to date 201,519,000 lbs. compared with 192,197,000 lbs. last year.

Shipments of hides from Chicago for the week ended July 5, 1947, were 5,475,000 lbs.; previous week 5,624,000 lbs.; same week last year, 2,226,000 lbs.; January 1 to date 260,529,000 lbs.; last year, 113,029,000 lbs.

Commercial:	
50-80 lbs.	25.00-27.00
80-130 lbs.	25.00-28.00
130-170 lbs.	25.00-27.00
Utility, all wts.	20.00-25.00

FRESH LAMB AND MUTTON:

SPRING LAMB:

Choice:	
30-40 lbs.	46.00-48.00
40-45 lbs.	47.00-49.00
45-50 lbs.	47.00-49.00
50-60 lbs.	None

Good:	
30-40 lbs.	44.00-46.00
40-45 lbs.	46.00-47.00
45-50 lbs.	46.00-48.00
50-60 lbs.	None
Commercial, all wts.	26.00-42.00
Utility, all wts.	25.00-34.00

MUTTON (EWE), 70 lbs. Dn.:

Good	16.00-18.00
Commercial	14.00-16.00
Utility	12.00-13.00

FRESH PORK CUTS: Loins No. 1

(BLADELESS INCL.)

8-10 lbs.	53.00-54.00
10-12 lbs.	53.00-54.00
12-16 lbs.	48.00-50.00
16-20 lbs.	38.00-40.00

Shoulders, Skinned, N. Y. Style:	
8-12 lbs.	35.00-37.00
Butts, Boston Style:	
4-8 lbs.	42.00-44.00

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BY-PRODUCTS—FATS—OILS

TALLOWES AND GREASES

The better grades of tallow were in a firmer position at the close of the week. Thursday a tank of edible tallow sold at 12½¢ with indications that 13¢ also was paid. There were intimations that 12¼¢ was obtainable for fancy tallow. Other grades of both tallowes and greases, however, were unchanged.

The market was generally indicated to be fairly well sold up, with offerings limited, but the larger soapers were working on reduced vacation schedules this month and appeared to be in comfortable position. This factor tended to balance the better stock position of producers resulting from last week's fair movement, which largely relieved selling pressure.

One factor which helped tallowes and greases hold current price levels in the face of the limited demand was that lard futures worked consistently higher and that most livestock prices also moved upward through the early and middle part of the week.

TALLOWES.—Closing quotations for top grades of tallow in carlots, f.o.b. producer's plant on Thursday were a little higher than a week earlier, as follows:

Edible, 12½¢@13¢; fancy 12¢@12½¢; choice, 11½¢; prime or extra, 11¢; special, 11½¢; No. 1, 11¢; No. 3, 10½¢ n; No. 2, 8¼¢@9¢ n.

GREASES.—The market in greases was largely unchanged from a week earlier. Grease quotations on Thursday were reported as follows:

Choice white, 11½¢@12¢; renderers' choice white, 11¼¢ n; A-white, 11½¢; B-white, 11¢; yellow, 10½¢. house, 10¢ n; brown, 25 F.F.A., 8¼¢ n.

NEATSFOOT OIL.—Quotations on neatsfoot oil were generally steady and about a normal amount of the product is moving. Market is well sold up.

BY-PRODUCTS MARKETS

(Chicago, July 10, 1947.)

Blood

	Unit
	Ammonia
Unground, per unit ammonia.....	\$8.50@6.75

Digester Feed Tankage Materials

Unground, loose.....	\$7.25@7.50
Liquid stick, tank cars.....	3.00@3.25n

Packhouse Feeds

	Carlots, per ton
50% meat and bone scraps, bulk.....	\$101.00
35% meat scraps, bulk.....	110.10
50% feeding tankage with bone, bulk.....	84.15
60% digester tankage, bulk.....	101.00
80% blood meal, bagged.....	125.00
65% BPL special steamed bone meal, bagged.....	70.00

Bone Meal (Fertilizer Grades)

	Per ton
Steam, ground, 3 & 50.....	50.00@55.00
Steam, ground, 2 & 27.....	50.00@55.00

Fertilizer Materials

	Par ton
High grade tankage, ground 10@11% ammonia.....	\$6.00 and 10¢
Bone tankage, unground, per ton.....	50.00
Hoof meal, per unit ammonia.....	6.25n

Dry Rendered Tankage

	Per unit Protein
Cake.....	\$1.85@1.95
Expeller.....	* 1.85@1.95

Gelatine and Glue Stocks

	Per cwt.
Calf trimmings (limed).....	\$2.25@2.50
Hide trimmings (green, salted).....	1.40@1.65
Sinews and pizzles (green, salted).....	1.40@1.65

	Per ton
Cattle jaws, skulls and knuckles.....	\$75.00
Fig skin scraps and trim, per lb.....	.10

Animal Hair

Winter coll dried, per ton.....	\$80.00@85.00
Summer coll dried, per ton.....	55.00@60.00
Cattle switches.....	3¼¢@5¢
Winter processed, gray, lb.....	12¢@13¢
Summer processed, gray, lb.....	7¢@7½¢
*F.O.B. shipping point.	

GREASE OILS.—Grease oils continued to move regularly and at prices unchanged from a week ago. No. 1 oil was quoted at 18½¢, while prime burning sold at 20½¢, and acidless tallow oil brought 18½¢. All prices are in drum lots.

FERTILIZER PRICES

BASIS NEW YORK DELIVERY

Ammoniates

Ammonium sulphate, bulk, per ton, f.o.b. production point.....	\$32.50
Blood, dried 16% per unit of ammonia.....	7n
Unground fish scrap, dried, 60% protein nominal f.o.b. Fish Factory, per unit.....	2n
Soda nitrate, per net ton, bulk, ex-vessel Atlantic and Gulf ports.....	30n
in 100-lb. bags.....	41n
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L., bulk.....	nominal
Feeding tankage, unground, 10-12% ammonia, bulk per unit of ammonia.....	6.75

Phosphates

Bone meal, steam, 3 and 50 bags, per ton, f.o.b. works.....	\$60.00
Bone meal, raw, 4½% and 50% in bags, per ton, f.o.b. works.....	67n
Superphosphate, bulk, f.o.b. Baltimore, 19% per unit.....	3n

Dry Rendered Tankage

45/50% protein, unground, \$2.00 per unit of protein.	
---	--

EASTERN FERTILIZER MARKET

New York, July 9, 1947

The crackling market was very firm at New York the past few days, and sales were freely made at \$2 per unit of protein f.o.b. shipping points.

Blood was offered at \$7 per unit of ammonia with last sales at \$6.70 per unit. Fishmeal was in a little better supply due to the better catch of fish along the Atlantic Coast.

MARGARINE PRODUCTION

Margarine produced in April, 1947, according to U. S. Treasury Department:

	April, 1947 lbs.	April, 1946 lbs.
Production of uncolored margarine.....	41,016,000	41,402,554
Production of colored margarine.....	5,700,465	2,002,623
Total.....	46,716,465	43,405,177
Uncolored margarine withdrawn tax paid.....	37,586,298	40,247,100
Colored margarine withdrawn tax paid.....	1,789,723	1,588,902
Total.....	39,376,021	41,836,002

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VEGETABLE OILS

Activity in the edible oils market was limited during the week with little trading reported by either processors or brokers. Corn oil generally was in a rather tight position with demand absorbing the present supply at unchanged prices. The market for soybean oil was considered rather thin.

At New York the second shipment of Spanish olive oil within the last few days arrived with the docking of the Motomar at Brooklyn July 8. The oil is expected to be unloaded by the end of the week and is on offer at \$6.20 per gallon, in drums, ex dock duty paid, but demand appears to be slow.

Coconut oil generally held steady at asking prices of 11½¢, but in New York

sales of Manila copra Wednesday at \$154 per short ton were a drop of \$6 from the asking price.

COTTONSEED OIL.—Thursday spot crude prices at 22c nominal across the Belt were ½¢@1c down from the nominal quotations Wednesday of last week. Quotations on the N. Y. futures market for the first four days of the week were reported to be as follows:

MONDAY, JULY 7, 1947					
	Open	High	Low	Close	Pr. cl.
July				*25.00	25.25
Sept.				*21.85	22.10
Oct.				*20.95	21.00
Dec.				*18.00	18.00
Jan., 1948.				*17.57	18.00
Mar., 1948.				*17.75	18.00
May, 1948.				*18.50	18.50

Total sales: none.

TUESDAY, JULY 8, 1947					
	Open	High	Low	Close	Pr. cl.
July	*25.25	25.50	25.50	*25.50	25.00
Sept.				*21.00	21.85
Oct.				*20.75	20.95
Dec.				*18.25	18.00
Jan., 1948.				*17.75	15.57
Mar., 1948.				*17.75	17.75

Total sales: 1 contract.

WEDNESDAY, JULY 9, 1947					
	Open	High	Low	Close	Pr. cl.
July	*25.25	25.50	25.50	*24.25	25.25
Sept.				*21.50	21.60
Oct.				*20.65	20.75
Dec.				*18.25	18.25
Jan., 1948.				*17.75	17.75
Mar., 1948.				*17.75	17.75
May, 1948.				*18.50	18.50

Total sales: 6 contracts.

THURSDAY, JULY 10, 1947					
	Open	High	Low	Close	Pr. cl.
July				*24.75	24.25
Sept.				*21.60	21.50
Oct.				*20.75	20.65
Dec.				*18.75	18.25
Jan., 1948.				*18.00	17.75
Mar., 1948.				*18.00	17.75
May, 1948.	*18.50	18.80	18.80	18.80	18.50

Total sales: none.

*Bid. †Asked.

CORN OIL.—At 22½¢ to 23c nominal, this product was steady with week earlier.

SOYBEAN OIL.—Thursday's price of 17c bid, basis Decatur, was mostly steady with a week earlier.

PEANUT OIL.—Thursday's price of 22@22½¢ nominal, Southeast, was ½¢ lower than a week ago.

COCONUT OIL.—Sellers asking price of 11½¢, Pacific Coast, was steady to ½¢ up compared with a week earlier.

MARGARINE MATERIALS USED

The April uncolored margarine ingredient schedule, compared with April a year earlier, was as follows:

	April, 1947 lbs.	April, 1946 lbs.
Butter culture	76	76
Butter flavor	262	1,814
Citric acid	73	148
Coconut oil	1,007,730	551,859
Corn oil	287,361	551,859
Cottonseed flakes	5,500	5,500
Cottonseed oil	13,898,972	16,017,509
Cottonseed stearine	45	45
Derivative of glycerine	67,638	72,453
Diaceetyl	142	92
Esterine	7,892	7,892
Leicithin	53,270	50,139
Milk	7,003,960	6,940,135
Monasterine	45,630	34,509
Neutral lard	103,973	139,809
Oleo oil	97,818	162,665
Oleo stearine	241,404	155,115
Oleo stock	7,830	17,075
Peanut oil	2,162,300	932,762
Salt	1,295,072	1,280,326
Soda (benzoate of)	32,760	28,062
Soya bean oil	15,528,328	15,944,687
Soya bean stearine	6,280	6,280
Tallow	6,474	2,700
Vitamin concentrat	6,474	7,990
Total	41,822,822	42,347,877

VEGETABLE OILS

Crude cottonseed oil, carlots, f.o.b. mills	22n
Valley	22n
Southeast	22n
Texas	22n
Soybean oil, in tanks, f.o.b. mills, Midwest	17b
Corn oil, in tanks, f.o.b. mills	22½¢ to 23n
Coconut oil, Pacific Coast	11½
Peanut oil, f.o.b. Southern points	22½¢ to 23n
Cottonseed foots	3½n
Midwest and West Coast	3½n
East	3½n

OLEOMARGARINE

Prices f.o.b. Chgo.

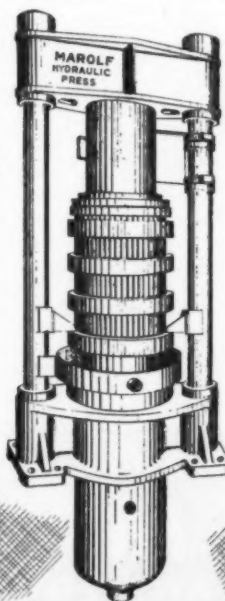
White domestic, vegetable	36
White animal fat	33
Water churned pastry	30
Milk churned pastry	31

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HIDES AND SKINS

Light and heavy native cows and branded steers move up another ½c late last week—Volume trading this week, with heavy hides steady and premiums reduced on light stock.

Chicago

PACKER HIDES.—A moderate movement of hides at the end of last week, late on the day preceding the holiday, established another half-cent advance on light and heavy native cows and branded steers; quiet sales earlier of extreme light native steers at a cent advance were also disclosed. A total of 18,000 hides was involved in this trading.

Trading developed in fair volume on the second day of the week in native and branded steers, heavy native cows and branded cows at steady prices. Similar prices were paid for these descriptions in a larger way at midweek, with light native cows moving also at steady prices. Later the edge appeared to be off the light stock, with extreme light native steers moving in volume at a cent down, while the usual premiums for light cows and branded cows from very light average points were reduced a half-cent to a cent. Reported sales for the week to date total a little over 145,000 hides.

Local packers sold this week a total of 6,800 June-July all-heavy native steers at 25c; St. Pauls have been bringing a half-cent premium over other points on all native steers but there is some difference of opinion among traders at the moment as to whether or not this is obtainable. All packers sold a total of 15,150 June-July mixed light and heavy native steers at 25c; one packer moved 4,000 dating prior to June on private terms.

At the close of last week, an earlier sale of 2,000 July extreme light native steers was disclosed at 32c, up a cent. Late this week, three packers sold a total of 14,000 mostly July extreme light native steers at 31c.

One packer sold 1,400 June-July butt

branded steers just prior to the holiday at 22½c, establishing another ½c advance; trading this week involved 5,450 more same dating also at 22½c. A total of 3,900 June-July Colorados sold late last week at 22c, or ½c up; 3,350 more same dating moved this week at 22c. One packer sold a total of 10,000 butts, Colorados and branded cows at midweek at the going prices, July take-off.

Late last week one packer sold 850 June heavy Texas steers at 22c, and 2,450 June light Texas steers at 22½c. At early midweek, another packer moved 1,200 June-July heavy and light Texas steers, both at 22½c. Extreme light Texas steers are in light production; some traders feel that straight cars would bring 25½@26c.

At the close of last week, 1,500 Chgo. June heavy native cows sold at 26½c; 1,500 dating May forward sold at 26c, and 1,500 June heavy cows from a northern point sold at 26c. Early this week, 2,800 St. Paul June-July heavy cows sold at 27c, or ½c premium; 1,500 other point June-July take-off sold at 26½c, and 1,200 Kansas City May-Junes sold at 25½c.

One packer sold 1,700 Kansas City July light native cows late last week at 29½c, or ½c up. At midweek, a total of 10,900 regular point light cows sold at 28½c, steady price; and one packer sold 15,000 June-July light cows at 28½c for regular points and 29c for Kansas City and St. Joe; further trading involved 3,900 Kansas City July light cows at 29c; 1,800 Wichita Julys sold at 29½c, although 29½c had been bid earlier; 2,250 Ft. Worth July light cows, very light average point, moved at 30½c, about a cent down from the earlier differential.

Branded cows did not move previous week but were quoted a cent higher in line with other descriptions. Packers sold a total of 20,500 June-July branded cows this week at 24½c, or only ½c over last actual trading price; later, 5,500 Ft. Worth Julys sold at 25c, or a

cent less than previous differential over heavier average points; 2,200 Lake Charles July branded cows sold at 23c, or a cent less than previous differential for this very light average point.

Packer bulls moved up another ½c late last week on sales of 1,200 May-Junes at 17½c for native and 16½c for branded bulls.

A packer also sold 2,200 Dallas July light mixed hides, at 30c for natives and 28c for brands, with no recent comparable trading.

Cattle kill has been declining. Inspected slaughter for week ended July 5, including the holiday, was estimated at 239,000 head, eight per cent under previous week's total of 260,000, but nearly double the 124,000 of same week a year ago. Calf slaughter figured at 127,000, 19 per cent under previous week's 156,000, but more than double the 59,000 of same week last year.

OUTSIDE SMALL PACKER.—The usual wide range is quoted on small packer stock, with market not as active as earlier. Stock around 55-lb. avg. is quoted around 20c, ranging up to 25c for around 45-lb., while very light southwestern hides range up to 23c. Stronger prices have been asked this week, with some buyers turning to the packer market, according to traders.

CALF AND KIPSKINS.—Packer calf sold steady, despite reports that the market was cooling. One packer sold 18,000 July northern heavy and light calf at 80c, steady; another sold 7,500 northern July lights later at 80c. Two packers sold a total of about 7,000 July southern calf at 62½c, steady for this description. River points are quoted 75c last paid for lights and heavies. One packer is credited with booking some calf to tanning account.

Packer kips were inactive but apparently unchanged; last trading was at 57½c for northern natives and 56c for southern natives; 52½c for northern over-weights and 51c for southern over-weights, with brands moving at 2½c less in each instance. Some packers are sold into early July.

Packer regular slunks last sold at \$3.50 for Junes; hairless last sold at \$1.20 for 16 in. and up.

City all-weight calf were last re-

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WEEK'S CLOSING MARKETS

ported selling at 70c for choice stock. City kips are quoted 43@45c. Country calf quoted around 48@50c, with country kips 33@35c. Confirmation of prices is difficult.

SHEEPSKINS.—Packer shearlings moved in fair volume this week, with some firming on the lower grades; total of six cars of No. 1's were reported in a range of \$2.00@2.25; three cars moved at \$1.00@1.10 for No. 2's and around 90c for No. 3's, and market fairly well sold up. Pickled skins are slow and about unchanged; quoted \$12.00@14.00 per doz. straight run of packer production. Couple midwest packers moved wool pelts this week on bids; Spring lambs are quoted around \$2.75 for westerns, ranging down to \$2.20@2.25 for southern, with sales credited at these figures. Inspected slaughter of sheep and lambs for week ended July 5 totalled 257,000 head, 13 per cent under previous week's 296,000, and 25 per cent under the 344,000 of same week last year.

N. Y. HIDE FUTURES

MONDAY, JULY 7, 1947

	Open	High	Low	Close
Sept.	20.85b	21.35	21.23	21.30-35
Dec.	19.00	19.95	19.60	19.85-90
Mar.	18.00b	18.90	18.75	18.90
June	17.60b			18.20n

Closing 30 to 45 higher; Sales 19 lots.

TUESDAY, JULY 8, 1947

	Open	High	Low	Close
Sept.	21.01b	21.35	21.35	21.00b
Dec.	19.65b	19.90	19.44	19.44
Mar.	18.60b	18.82	18.50	18.42b
June	18.00b	17.85	17.85	17.90b

Closing 30 to 48 lower; Sales 36 lots.

WEDNESDAY, JULY 9, 1947

	Open	High	Low	Close
Sept.	20.90b	21.30	21.20	21.20b
Dec.	19.15b	19.65	19.50	19.50b
Mar.	18.30b	18.65	18.60	18.65b
June	17.75b			17.90b

Closing unchanged to 23 higher; Sales 12 lots.

THURSDAY, JULY 10, 1947

	Open	High	Low	Close
Sept.	21.20b	21.60	21.35	21.37b
Dec.	19.45b	19.95	19.60	19.60
Mar.	18.55b	19.05	19.02	18.90b
June	17.90b			18.20n

Closing 10 to 30 higher; Sales 42 lots.

FRIDAY, JULY 11, 1947

	Open	High	Low	Close
Sept.	21.55	22.00	21.55	21.95b
Dec.	19.60b	20.20	19.90	20.10b
Mar.	18.75b	19.50	19.26	19.40
June	18.15b			18.75n

Closing 50 to 58 higher; Sales 64 lots.

INTERNATIONAL TRADE FAIR

The Canadian government will sponsor a 1948 International Trade Fair to be held in the coliseum building on the Canadian National Exhibition grounds in Ottawa, May 31 to June 12, 1948. Applications for exhibit space must be submitted by manufacturers and producers in time to reach the Canadian Government Exhibition Commission, 679 Bank st., Ottawa, before July 15 of this year. Space rental of \$2.50 per sq. ft. includes facades, booths and general lighting ready for the exhibitor to install his display.

Essentially a business fair, it will be restricted to buyers and sellers, with

FRIDAY'S CLOSINGS

Provisions

Live hog prices registered a sharp advance during the week at Chicago to reach a top Friday of \$26.25, and a day's average of \$22.30. Higher live prices were reflected in firmer prices for most provisions.

Green skinned hams in the 10/16 range firmed to 55c, while 4/6 green picnics sold at 37c, and 8 and up green picnics, No. 2's included, brought 25c. Green bellies in the 6/12 grouping sold at 47c; under 12 pork loins, 54 to 55c, and Boston butts, 40@41c. Regular pork trimmings brought 17½ to 18½c.

The carcass cattle market also firmed with Northern cutters selling at 24½c, good cattle at 43c, and choice at 44½c to 45c.

Cottonseed Oil

Closing prices for cottonseed oil futures Friday at New York were: July 24.50b, 25.00ax; Sept., 20.10b, 21.70ax; Oct. 20.50b, 20.75ax; Dec. 18.00b, 19.25ax; Jan. 17.50b, 19.00ax; Mar. 17.50b, 19.00ax; May 18.60. Sales were 16 lots.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Week ended July 10, '47	Previous Week	Cor. week, 1946
Hvy. nat. str. 25	@25½	25 @25½	@26
Hvy. Tex. str. 25	@22½	@22	@25
Hvy. butt	@22½	@22	@25
brnd'd str. 25	@22½	@22	@25
Hvy. Col. str. 25	@22½	@21½	@25
Ex-light Tex. str. 25	@25½	@26a	@26
Brnd'd cows. 24½	@25	25 @26½a	@25
Hvy. nat. cows. 24½	@27	26 @27a	@26
Lt. nat. cows. 24½	@29½	28½ @29½	@26
Nat. bulls 25	@17½	@17	....
Brnd'd bulls 25	@16½	@16	....
Califskins 25	@80	75 @80	....
Kips, Nor. nat. 25	@57½	@57½	....
Kips, Nor. brnd 25	@55	@55	....
Slunks, reg. 3.50	@3.75	3.50 @3.75	....
Slunks, bris. 3.50	@1.20	@1.20	....

Market not established on some descriptions this date last year following lapse of OPA.

CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts...	20 @25	20 @25	19 @22	
Brnd'd all wts. 19	@24	19 @24	18 @21	
Nat. bulls ...14	@15	14 @14½		
Brnd'd bulls...13	@14	13 @13½		
Calfskins	@70	@70		
Kips, nat. ....43	@45	43 @45		
Slunks, reg....	@3.25	@3.25		
Slunks, bris....	@1.10	@1.10		

All packer hides and all calf and kipskins quoted on trimmed, selected basis; small packer hides quoted selected, trimmed; all slunks quoted flat.

COUNTRY HIDES

Hvy. str. 18½	@21	19 @21	....
Hvy. cows 19½	@21	19 @21	....
Bulls 19½	@21	19 @21	....
Extremes 19½	@21	19 @21	....
Bulls 12	@12½	12 @12½	....
Califskins 48	@50	50 @52	....
Kipskins 33	@35	35 @37	....
Horsehides 7.00	@7.75	7.00 @7.75	9.00 @9.50

All country hides and skins quoted on flat trimmed basis.

SHEEPSKINS

Pkr. shearlings 2.00	@2.25	2.00 @2.25	@3.00
Dry pelts 2.00	@2½	@2½	@2.60

the general public being admitted on Saturdays only. Its purpose, according to the Hon. James A. MacKinnon, minister of trade and commerce, is the promotion of two-way trade.

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PRICES—COLORS—SIZES

BLACK or WHITE 8-Mill Plastic

27 x 36..	\$ 9.00 per doz.
30 x 36..	9.75 per doz.
36 x 40..	11.15 per doz.
36 x 44..	13.65 per doz.

BLACK 12-Mill Plastic

27 x 36..	\$10.25 per doz.
30 x 36..	11.15 per doz.
36 x 40..	14.25 per doz.
36 x 44..	15.80 per doz.

BLACK or WHITE Extra Heavy 20-Mill Plastic

27 x 36..	\$14.20 per doz.
30 x 36..	15.50 per doz.
36 x 40..	20.15 per doz.
36 x 44..	22.60 per doz.

BLACK or MAROON Heavy Double Coated Neoprene

27 x 36..	\$12.90 per doz.
30 x 36..	14.00 per doz.
36 x 40..	18.33 per doz.
36 x 44..	20.50 per doz.

Full Length Sleeves
\$14.25 per doz. pair

Leggings, Hip Length
\$25.75 per doz. pair

Full Length Sleeves
\$12.90 per doz. pair

Leggings, Hip Length
\$23.50 per doz. pair

EXTRA HEAVY WHITE PLASTIC COATED CLOTH REVERSIBLE APRONS

27 x 36..	\$14.20 per doz.
30 x 36..	15.50 per doz.
36 x 40..	\$20.15 per doz.
36 x 44..	22.60 per doz.

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LIVESTOCK MARKETS *Weekly Review*

HOG-CORN PRICE RATIO DECLINES TO 10.0

The hog-corn price ratio at Chicago through the week ended July 5 dropped to 10.0 when based on all purchases, and to 11.1 on the basis of barrows and gilts. This compares with 10.2 and 11.0, respectively, a week earlier, and 7.5 and 7.6, respectively, a year earlier.

Chicago hog prices averaged \$20.97, while barrows and gilts averaged \$23.23 through the July 5 week. The price of No. 3 yellow corn at Chicago averaged \$2.101, compared with \$2.141 in the preceding week.

The Department of Agriculture took steps early in this week to conserve domestic supplies of corn by announcing replacement of 168,500 tons of corn in export shipments scheduled for July and August with 85,000 long tons of wheat, 51,000 of sorghum grains, and 24,000 of barley. Since 8,500 tons of corn were earlier replaced with an equal amount of oats in export schedules, the Department appears to have reduced the 509,500 long tons of corn scheduled for July-August export to 332,500 tons, and further reductions are expected. The Commodity Credit Corp. currently appears to be confining its purchases to wheat.

No. 3 yellow corn sold in a range from \$2.10 to \$2.15½ on the spot market at Chicago Thursday. Average hog prices were estimated at \$21.90, and top hog prices reached \$26.00.

Some justification for current cash corn prices may be found in the government crop report of July 10, which estimates the new corn crop at 2,600,000,000 bushels compared with a bumper crop of 3,300,000,000 bushels in 1946. However, the crop reporting board points out that present prospects, assuming average growing weather through the remainder of the season,

will produce an average crop, and that the improved prospects for wheat, rye, oats, and barley will provide feed per animal unit fully equal to the average of the last 10 years.

HOG WEIGHTS AND COSTS

Average weights and costs of hogs at six markets during April, 1947, and April, 1946, as reported by USDA.

	BARROWS AND GILTS		SOWS	
	Apr., 1947	Apr., 1946	Apr., 1947	Apr., 1946
Chicago.....	\$23.80	\$14.85	\$19.63	\$14.10
St. Louis National				
Stk. Yds.....	24.25	14.80	20.76	14.05
Kansas City.....	24.30	14.55	20.85	13.80
Omaha.....	24.03	14.50	21.03	13.75
St. Joseph.....	24.40	14.55	20.98	13.80
St. Paul.....	24.51	14.60	20.76	13.85

	BARROWS AND GILTS		SOWS	
	Apr., 1947	Apr., 1946	Apr., 1947	Apr., 1946
Chicago.....	261	250	449	439
St. Louis National				
Stk. Yds.....	228	214	303	407
Kansas City.....	243	237	429	413
Omaha.....	280	263	461	452
St. Joseph.....	244	231	432	408
St. Paul.....	271	253	411	425

KINDS OF LIVESTOCK KILLED

The classification of livestock slaughtered under federal inspection during May is reported by the USDA on a percentage basis as follows:

	May, 1947 Per- cent	Apr., 1947 Per- cent	May, 1946 Per- cent
Cattle—			
Steers.....	54.7	56.9	65.7
Heifers.....	12.0	12.4	7.1
Cows.....	29.5	27.8	23.2
Cows and heifers.....	41.5	40.2	30.3
Bulls and stags.....	3.8	2.9	4.0
Canners and cutters.....	12.0	9.6	6.9
Hogs—			
Sows.....	8.2	6.3	6.6
Barrows and gilts.....	91.2	92.7	92.9
Stags and boars.....	.6	1.0	.5
Sheep and lambs—			
Lambs and wrights.....	90.1	95.2	88.0
Sheep.....	9.9	4.8	12.0

*Included in all cattle classifications.

TRUCK RECEIPTS IN MAY

The USDA reports the total salable receipts and drive-in at 66 public markets in May as follows:

TOTAL SALABLE RECEIPTS

	May, 1947	May, 1946
Cattle.....	1,250,252	860,761
Calves.....	409,995	280,324
Hogs.....	1,371,950	1,373,148
Sheep.....	982,214	898,723

TOTAL DRIVEN-IN RECEIPTS

	May, 1947	May, 1946
Cattle.....	1,114,660	740,604
Calves.....	394,514	277,791
Hogs.....	1,467,941	1,350,967
Sheep.....	689,907	730,567

Note: Total receipts represent livestock movements at the specified markets, including through shipments and direct shipments to packers when such shipments pass through the stockyards.

USDA reports drive-in receipts constituted 70.4 per cent of the cattle, 69.1 per cent of the calves, 73.5 per cent of the hogs and 40.3 per cent of the sheep and lambs received in May.

STOCKERS AND FEEDERS

Stocker and feeder cattle received in the eight Corn Belt states in May are reported by the USDA as follows:

	May 1947	May 1946
CATTLE AND CALVES:		
Public stockyards.....	73,741	79,386
Direct.....	25,958	26,397
Totals.....	99,699	105,683

SHEEP AND LAMBS:

	May 1947	May 1946
Public stockyards.....	47,450	29,881
Direct.....	80,404	26,677
Totals.....	127,854	56,558

Data in this report were obtained from offices of state veterinarians. Under "public stockyards" are included stockers and feeders which were bought at stockyards markets. Under "direct" are included stockers and feeders coming from other states from points other than public stockyards, some of which are inspected at public stockyards while stopping for feed, water, and rest en route.

MAY BUFFALO LIVESTOCK

	Cattle	Calves	Hogs	Sheep
Receipts.....	20,632	11,954	6,023	25,377
Shipments.....	10,487	7,366	3,073	18,562
Local slaughter.....	10,069	4,590	2,950	6,815



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LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Wednesday, July 9, 1947, reported by the Production & Marketing Administration:

HOES: (quotations based on hard hogs) N.Y. Stk. Yds. Chicago Kans. City Omaha St. Paul

BARRROWS AND GILTS:

Good and Choice:

120-140 lbs.	\$22.25-24.50	\$22.00-24.00	\$21.00-23.00	\$20.00-22.00	\$19.00-21.00
140-160 lbs.	24.25-25.50	23.50-25.25	22.50-24.75	21.50-23.75	20.50-22.50
160-180 lbs.	25.50-25.85	24.50-25.75	23.50-25.25	22.50-25.35	21.50-23.75
180-200 lbs.	25.50-25.85	24.50-25.75	23.50-25.25	22.50-25.35	21.50-23.75
200-220 lbs.	25.50-25.85	24.50-25.75	23.50-25.25	22.50-25.35	21.50-23.75
220-240 lbs.	25.50-25.75	24.25-25.50	23.25-25.50	22.25-25.75	21.25-23.50
240-270 lbs.	24.75-25.75	24.25-25.50	23.25-25.15	22.00-25.25	21.50-25.50
270-300 lbs.	23.25-25.00	22.50-24.50	22.00-24.25	21.25-24.00	20.75-23.50
300-330 lbs.	22.25-23.75	21.25-23.00	20.75-22.25	20.50-22.25	20.00-21.75
330-360 lbs.	21.00-22.75	20.50-21.50	20.50-21.75	19.75-21.00	20.50-21.00

Medium:

100-220 lbs.	21.50-25.50	22.00-25.00	24.00-25.00	20.00-25.25	25.00-25.25
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POWS:

Good and Choice:

270-300 lbs.	19.75-20.50	20.75-21.00	19.50-20.00	19.25-19.50	19.50 only
300-330 lbs.	19.75-20.50	20.50-21.00	19.50-20.00	19.00-19.50	19.50 only
330-360 lbs.	19.75-20.50	19.75-20.75	19.00-19.50	19.00-19.50	19.50 only
360-400 lbs.	19.75-20.00	19.00-20.25	19.00-19.50	18.00-19.25	19.00-19.50

Good:

400-450 lbs.	18.75-20.00	17.75-19.50	18.50-19.00	17.25-18.50	18.50-19.00
450-550 lbs.	17.25-19.50	16.25-18.00	18.50-19.00	16.50-17.50	17.50-18.50

Medium:

250-550 lbs.	16.00-19.00	16.00-17.50	18.00-18.50	16.50-19.00	17.00-17.25
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PIGS (Slaughter):

Medium and Good:

90-120 lbs.	19.50-22.75	18.00-22.50			
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SLAUGHTER CATTLE, VEALERS AND CALVES:

STEERS, Choice:

700-900 lbs.	26.50-28.50	27.00-28.75	26.25-28.50	26.25-28.25	26.75-28.75
900-1100 lbs.	27.50-29.25	28.25-29.75	27.00-29.25	27.00-29.00	27.00-29.25
1100-1300 lbs.	28.00-29.50	29.50-30.50	27.75-29.25	27.50-29.50	27.25-29.75
1300-1500 lbs.	28.00-29.50	29.50-30.50	27.75-29.25	27.50-29.50	27.25-29.75

STEERS, Good:

700-900 lbs.	24.00-27.00	25.50-27.00	23.00-26.75	23.75-26.25	24.25-27.00
900-1100 lbs.	24.50-28.00	26.75-28.25	24.00-27.50	24.00-27.25	24.25-27.25
1100-1300 lbs.	25.00-28.00	27.00-29.50	25.25-27.75	24.75-27.50	24.25-27.25
1300-1500 lbs.	25.50-28.00	27.00-29.50	25.50-27.75	25.00-27.50	24.25-27.25

STEERS, Medium:

700-1100 lbs.	19.00-24.00	20.00-26.00	18.75-24.75	19.25-24.00	19.25-24.25
1100-1300 lbs.	19.50-25.00	21.00-25.50	20.50-25.00	20.50-24.50	19.25-24.25

STEERS, Common:

700-1100 lbs.	15.50-19.00	16.00-21.00	15.00-18.75	15.50-19.50	16.00-19.25
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HEIFERS, Choice:

600-800 lbs.	26.00-27.25	26.25-27.50	25.75-27.75	25.50-27.25	25.75-27.25
800-1000 lbs.	26.50-28.00	27.25-28.25	26.25-28.25	25.75-27.75	25.75-27.50

HEIFERS, Good:

600-800 lbs.	23.50-26.00	24.25-26.25	22.75-25.75	23.50-25.75	23.50-25.75
800-1000 lbs.	24.00-26.50	24.75-27.25	23.25-26.25	23.50-25.75	23.50-25.75

HEIFERS, Medium:

500-900 lbs.	17.50-24.00	19.00-24.25	16.00-23.00	17.50-23.50	18.00-23.50
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HEIFERS, Common:

500-900 lbs.	15.00-17.50	15.00-19.00	13.00-16.00	14.00-17.50	15.00-18.00
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COWS (All Weights):

Good	16.50-18.00	18.00-20.00	16.50-20.00	16.50-19.50	15.75-18.50
Medium	14.00-16.50	15.50-18.00	13.75-18.50	13.50-16.50	14.25-15.75
Cut. & com.	11.00-14.00	11.00-15.50	11.50-13.75	11.25-13.50	11.75-14.25
Canners	9.50-11.00	10.00-11.50	9.50-11.50	9.50-11.25	10.50-11.75

BULLS (Ylgs. Excl.), All Weights:

Beef, good	17.00-17.50	17.50-18.25	17.00-17.75	16.00-16.50	17.00-17.75
Sausage, good	16.25-17.00	17.25-18.00	16.50-17.25	15.75-16.25	16.75-17.50
Sausage, medium	14.50-16.25	16.50-17.25	13.75-16.50	14.75-15.75	15.50-16.50
Sausage, cut. & com.	11.00-14.50	14.50-16.50	11.00-13.75	13.00-14.75	13.00-15.50

VEALERS:

Good & choice	20.00-24.50	21.00-24.00	19.00-23.00	19.00-21.50	20.00-25.00
Com. & med.	13.00-20.00	13.00-21.00	11.00-19.00	12.00-19.00	13.00-20.00
Cull (75 lbs. up)	8.00-13.00	11.00-13.00	7.00-11.00	10.00-12.00	9.00-13.00

CALVES (500 lbs. Down):

Good & choice	18.00-22.00	17.00-20.00	17.00-21.50	18.00-20.00	17.00-19.00
Com. & med.	12.00-18.00	12.00-17.00	11.00-17.00	12.00-18.00	13.00-17.00
Cull	9.00-12.00	10.50-12.00	8.00-11.00	10.00-12.00	10.00-15.00

SLAUGHTER LAMBS AND SHEEP:

LAMBS (Spring) Ch. (Closely Sorted):					
Good & choice	24.50-25.50	24.50-25.00	25.00-25.75	24.25-25.00	24.25-25.25
Medium & good	19.50-24.00	20.00-24.00	22.00-24.75	21.00-23.75	21.5-24.00
Common	15.00-18.50	16.00-19.50	18.00-21.75		18.75-21.00

YRLG. WETHERS:

Good & choice			19.00-19.75		18.50-20.50
Medium & good			17.50-18.75		16.00-18.25

EWES:

Good & choice	6.75-7.25	7.50-8.00	7.50-8.00	7.50-8.00	7.50-8.50
Com. & med.	5.25-6.50	5.50-7.25	6.00-7.25	6.50-7.25	5.50-7.25

Quotations on woolled stock based on animals of current seasonal market weights and wool growth. Those on shorn stock on animals with No. 1 and No. 2 pelts.

Quotations on slaughter lambs and yearlings of Good and Choice and of Medium and Good grades, and on ewes of Good and Choice grades, as combined, represent lots averaging within the top half of the Good and the top half of the Medium grades, respectively.

Quotations on woolled basis.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, July 5, 1947, as reported to THE NATIONAL PROVISIONER:

CHICAGO

Armour, 2,427 hogs; Swift, 2,048 hogs; Wilson, 2,971 hogs; Agar, 5,463 hogs; Shippers, 6,938 hogs; Others, 14,992 hogs.

Total: 17,696 cattle; 2,152 calves; 34,839 hogs; 2,790 sheep.

KANSAS CITY

Cattle	Calves	Hogs	Sheep
Armour	3,391	384	1,478
Cudahy	2,449	651	1,266
Swift	1,646	996	1,902
Wilson	2,450	722	1,170
Central	406	23	4,694
Others	5,981	23	1,854
Totals .. 16,326 2,776 10,510 13,939			

OMAHA

Cattle & Calves	Hogs	Sheep
Armour	7,023	8,879
Cudahy	4,062	4,448
Swift	6,183	4,544
Wilson	3,351	2,602
Independent	406	2,212
Others	5,981	7,537

Cattle and calves: Eagle, 69; Greater Omaha, 152; Hoffman, 83; Rothchild, 422; Roth, 112; Live Stock, 688; Kingan, 1,061; Merchants, 66.

Totals: 25,263 cattle and calves; 30,222 hogs, and 3,762 sheep.

E. ST. LOUIS

Cattle	Calves	Hogs	Sheep
Armour	3,211	1,926	7,225
Swift	3,806	2,256	5,793
Hunter	1,130	2,460	95
Heil	...	1,472	...
Krey	...	3,299	...
Laclede	...	619	...
Others	2,316	446	9,515
Shippers	3,349	976	11,851
Totals .. 13,812 5,604 42,637 8,458			

ST. JOSEPH

Cattle	Calves	Hogs	Sheep
Swift	2,961	488	8,257
Armour	2,480	705	5,069
Others	2,622	326	1,912
Totals .. 8,072 1,609 15,178 7,127			

Does not include 512 cattle, 548 hogs, and 2,133 sheep bought direct.

SIOUX CITY

Cattle	Calves	Hogs	Sheep
Cudahy	2,458	15	5,096
Armour	2,619	17	7,627
Swift	2,037	17	2,236
Others	162	2	3,483
Shippers	7,398	2	994
Totals .. 14,584 51 19,042 5,875			

WICHITA

Cattle	Calves	Hogs	Sheep
Cudahy	326	491	603
Guggenheim	215	...	...
Dunn	42	...	...
Ostertag	130	...	475
Dold	32	...	66
Pioneer	482	...	...
Excel	680	...	273
Others	...	...	65
Totals .. 2,107 491 1,417 1,072			

CINCINNATI

Cattle	Calves	Hogs	Sheep
Gall's	...	...	256
Ideal	...	49	...
Kahn's	...	...	...
Lorey	...	...	...
Meyer	...	1,891	...
Schlachter	167	57	31
Schroth	128	11	1,851
National	264	1,017	2,530
Others	1,764	...	2,133
Totals .. 2,321 1,085 6,529 2,420			

Not including 261 cattle, 309 calves, 3,172 hogs, and 1,982 sheep bought direct.

OKLAHOMA CITY

Cattle	Calves	Hogs	Sheep
Armour	1,249	810	547
Wilson	1,358	998	408
Others	198	7	364
Totals .. 2,805 1,815 1,319 1,282			

Not including 261 cattle, 309 calves, 3,172 hogs, and 1,982 sheep bought direct.

DENVER

Cattle	Calves	Hogs	Sheep
Armour	1,424	158	2,893
Swift	1,705	147	2,038
Cudahy	718	164	1,764
Others	2,255	268	1,266
Totals .. 6,102 737 7,961 2,823			

ST. PAUL

Cattle	Calves	Hogs	Sheep
Armour	2,268	1,287	5,983
Bartusch	273	...	...
Cudahy	740	1,269	...
Riffin	397	13	...
Superior	729	...	...
Swift	2,368	1,902	8,881
Others	911	487	2,847
Totals .. 7,686 4,958 17,711 18,222			

FORT WORTH

Cattle	Calves	Hogs	Sheep
Armour	1,465	2,305	901
Swift	1,767	1,078	743
Blue	...	...	...
Bonnet	456	19	...
City	903	7	121
Rosenthal	51	1	...
Totals .. 4,342 4,010 1,705 27,000			

TOTAL PACKER PURCHASES

Week ended	Prev. week	Cor. week
Cattle	121,116	129,479
Hogs	189,130	230,475
Sheep	95,154	76,980

*Totals do not include Denver.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

Cattle	Calves	Hogs	Sheep
July 3	1,620	1,017	7,061
July 4	...	...	...
July 5	1,245	546	1,119
July 6	1,387	946	9,620
July 7	6,347	1,099	13,762
July 8	9,220	843	10,090
July 9	3,700	890	9,500
July 10	...	...	...

*Wk. so far... 32,354 3,688 42,962 5,000
Wk. ago... 31,994 5,054 49,929 7,231
1946... 51,859 3,081 93,603 6,701
1945... 41,588 3,054 43,221 18,466

*Including 474 cattle, 1,209 calves, 11,640 hogs and 2,833 sheep direct to packers.

SHIPMENTS

Cattle	Calves	Hogs	Sheep
July 3	1,835	25	2,059
July 4	...	...	...
July 5	292	...	94
July 6	5,405	2	1,461
July 7	2,845	156	1,477
July 8	4,141	191	1,185
July 9	1,000	290	1,000
July 10	...	...	...

Wk. ago... 13,391 549 5,123 2,400
Wk. ago... 14,207 261 6,844 873
1946... 29,639 1,210 25,558 1,840
1945... 20,868 908 5,067 1,000

CHICAGO HOG PURCHASES

Supplies of hogs purchased by Chicago packers and shippers week ended Wednesday, July 10, 1947:

Week ended	Prev. week
Packers' purch.	24,371
Shippers' purch.	5,123
Total	29,494

JULY RECEIPTS

1947	1946
Cattle	50,159
Calves	7,317
Hogs	81,479
Sheep	10,835

JULY SHIPMENTS

1947	1946
Cattle	22,778
Hogs	11,418
Sheep	1,073

PACIFIC COAST LIVESTOCK

Receipts for four days ended July 3:

Cattle

Los Angeles	6,350
San Francisco	1,400
Portland	2,420

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the number of livestock slaughtered at 13 centers for the week ended July 5, 1947.

CATTLE

	Week ended July 5	Prev. week	Cor. 1946
Chicago	17,696	19,706	8,231
Kansas City	19,162	17,430	16,215
Omaha	22,614	10,970	14,100
E. St. Louis	10,468	11,981	3,743
St. Joseph	8,527	8,645	1,533
St. Louis	6,290	9,880	12,264
Wichita	1,846	2,420	1,149
New York & Jersey City	6,727	8,420	10,479
Okla. City	5,190	7,410	1,529
Cincinnati	3,838	4,852	4,836
Denver	6,806	2,831	
St. Paul	6,775	13,074	2,786
Milwaukee	2,361	2,700	1,467
Total	118,255	116,988	51,163

HOGS

Chicago	27,901	33,994	34,974
Kansas City	10,510	12,525	15,250
Omaha	36,676	10,392	114,513
E. St. Louis	30,786	36,713	33,906
St. Joseph	13,814	24,964	6,144
St. Louis	15,559	23,185	111,433
Wichita	1,144	2,230	333
New York & Jersey City	24,050	30,200	10,969
Okla. City	4,491	8,160	1,170
Cincinnati	9,552	13,678	15,152
Denver	7,672	4,228	
St. Paul	14,894	25,627	7,369
Milwaukee	3,016	3,225	1,771
Total	300,035	233,902	156,212

SHEEP

Chicago	2,790	2,006	1,971
Kansas City	13,939	16,147	21,351
Omaha	13,150	13,180	119,747
E. St. Louis	8,348	10,275	3,253
St. Joseph	9,260	7,425	3,208
St. Louis	4,881	4,175	16,601
Wichita	1,007	2,064	600
New York & Jersey City	31,183	41,611	54,362
Okla. City	3,264	4,879	4,906
Cincinnati	179	1,583	
Denver	4,236	3,328	
St. Paul	701	1,590	809
Milwaukee	283	283	135
Total	98,221	105,767	120,278

*Cattle and calves.
*Federally inspected slaughter, including direct.
*Stockyards sales for local slaughter.

NEW YORK LIVESTOCK

Livestock prices at Jersey City, July 7, 1947:

CATTLE:	
Steers, ch.	\$28.25@30.00
Steers, gd.	25.50@26.00
Steers, med.	24.75@26.75
Bulls, sausage	15.00@18.00
Cows, com. & med.	13.50@16.50
Cows, cut. & can.	9.00@12.50

CALVES:	
Yearlings, gd. to ch.	\$20.00@24.00
Com. to med.	11.00@17.00
Call to com.	8.00@11.00

HOGS:	
Gd. & ch.	\$24.75@25.25

LAMBS:	
Gd. & ch.	\$23.50@24.00

Receipts of salable livestock at Jersey City and 41st st., New York market, for week ended July 5, 1947:

Cattle Calves Hogs* Sheep	
Salable	234 2,011 451 602
Total (incl. direct)	3,108 7,930 15,243 24,965
Previous week:	
Salable	413 2,554 299 2,095
Total (incl. direct)	4,221 8,061 14,003 27,815

*Including hogs at 31st street.

Watch Classified page for bargains in equipment.

CORN BELT DIRECT TRADING

(Reported by Office of Production & Marketing Administration.)

Des Moines, Ia., July 10.—At the 10 concentration yards and 11 packing plants in Iowa and Minnesota, barrows and gilts weighing up to 240 lbs. sold 25c to 50c higher for the first four days of this week. Heavier weights were steady to 25c higher, while sows were steady to 50c higher. Quotations Thursday ranged as follows:

Hogs, good to choice:	
100-180 lb.	\$21.75@24.25
180-240 lb.	23.75@24.75
240-320 lb.	19.75@24.25
300-360 lb.	18.75@22.25

Sows:	
270-330 lb.	\$18.25@19.50
400-550 lb.	16.00@18.50

Receipts of hogs at Corn Belt markets for the week ended July 10 were:

	This week	Same day last wk.
July 5	12,700	28,500
July 7	35,100	35,000
July 8	45,800	40,500
July 9	26,500	27,800
July 10	31,300	15,700

RECEIPTS AT LEADING MARKETS

Receipts at major livestock markets for the week ended July 3, were reported to be as follows:

AT 20 MARKETS, WEEK ENDED:	Cattle	Hogs	Sheep
July 3	215,000	313,000	146,000
June 28	308,000	352,000	317,000
1946	167,000	273,000	97,000
1945	195,000	235,000	231,000
1944	197,000	456,000	295,000

AT 11 MARKETS, WEEK ENDED:	Hogs
July 3	271,000
June 28	301,000
1946	323,000
1945	191,000
1944	376,000

AT 7 MARKETS, WEEK ENDED:	Cattle	Hogs	Sheep
July 3	154,000	237,000	83,000
June 28	169,000	253,000	133,000
1946	142,000	251,000	70,000
1945	142,000	163,000	133,000
1944	139,000	314,000	177,000

CANADIAN KILL

Inspected slaughter in Canada for week ended June 28 as reported by the Dominion Department of Agriculture:

CATTLE	Week Ended June 28	Same Week Last Year
Western Canada	11,732	14,879
Eastern Canada	8,832	11,812
Total	20,564	26,691

HOGS	
Western Canada	28,355
Eastern Canada	47,058
Total	75,413

SHEEP	
Western Canada	3,107
Eastern Canada	3,671
Total	6,778



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WEEKLY INSPECTED SLAUGHTER

Inspected slaughter of livestock at 32 centers for the week ended July 5, as reported by the USDA's Production and Marketing Administration, showed an expected holiday decline for cattle, calves, sheep and hogs, from the inspected slaughter in the previous week.

	Cattle	Calves	Hogs	Sheep and Lambs
NORTH ATLANTIC				
New York, Newark, Jersey City...	6,727	9,279	24,050	31,101
Baltimore, Philadelphia	4,350	1,751	17,781	1,841
NORTH CENTRAL				
Cincinnati, Cleveland, Indianapolis...	11,088	5,327	42,931	7,907
Chicago, Elburn	20,962	10,209	60,211	18,805
St. Paul-Wis. Group	18,387	17,031	72,186	14,861
St. Louis Area	12,003	10,834	53,632	14,720
Sioux City	9,462	151	25,475	7,004
Omaha	19,652	824	41,714	18,182
Kansas City	12,617	3,500	33,704	22,871
Iowa and So. Minn.	16,353	4,561	123,585	27,018
SOUTHEAST				
7,612	3,883	12,486		
SOUTH CENTRAL WEST				
20,143	9,112	35,629		
ROCKY MOUNTAIN				
6,806	600	10,387		
PACIFIC				
15,069	4,006	18,948		
Grand total	181,351	83,074	572,719	224,060
Total week earlier	195,039	102,585	642,171	250,650
Total same week 1946	84,708	36,249	284,274	279,000

¹Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. ²Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ³Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁴Includes Birmingham, Dothan, Montgomery, Ala., Tallahassee, Fla., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁵Includes S. St. Joseph, Mo., Wichita, Kans., Oklahoma City, Okla., Ft. Worth, Texas. ⁶Includes Denver, Colo., Ogden and Salt Lake City, Utah. ⁷Includes Los Angeles, Vernon, San Francisco, San Jose, Sacramento, Vallejo, Calif. NOTE: Packing plants included in above tabulations slaughtered approximately the following percentages of total slaughter under federal meat inspection in May, 1947—cattle 76.8, calves 67.0, hogs 75.1, sheep and lambs 61.2.

MEAT SUPPLIES AT NEW YORK

(Reported by the U. S. D. A., Production & Marketing Administration)

WESTERN DRESSED MEATS		BEEF CUTS:	
	Carcasses	Week ending July 5, 1947..	246,657
STEERS:		Week previous	246,010
Week ending July 5, 1947..	9,599	Same week 1946	279,000
Week previous	15,300		
Same week 1946	1,878		
COWS:			
Week ending July 5, 1947..	2,565		
Week previous	2,450		
Same week 1946	590		
BULLS:			
Week ending July 5, 1947..	780		
Week previous	591		
Same week 1946	300		
VEAL:			
Week ending July 5, 1947..	12,189		
Week previous	23,492		
Same week 1946	4,895		
LAMB:			
Week ending July 5, 1947..	37,373		
Week previous	55,278		
Same week 1946	28,369		
MUTTON:			
Week ending July 5, 1947..	4,093		
Week previous	6,017		
Same week 1946	3,449		
PORK CUTS:	Pounds		
Week ending July 5, 1947..	3,081,367		
Week previous	1,705,657		
Same week 1946	836,943		
		LOCAL SLAUGHTERS	Head
		CATTLE:	
		Week ending July 5, 1947..	6,127
		Week previous	8,439
		Same week 1946	19,657
		CALVES:	
		Week ending July 5, 1947..	9,259
		Week previous	11,116
		Same week 1946	7,908
		HOGS:	
		Week ending July 5, 1947..	24,659
		Week previous	36,290
		Same week 1946	21,300
		SHEEP:	
		Week ending July 5, 1947..	31,101
		Week previous	14,861
		Same week 1946	34,362
		Country dressed product at New York totaled 3,814 veal, 12 hogs and 25 lambs in addition to that shown above. Previous week: 2,105 veal, 10 hogs and 17 lambs. Same week 1946: 3,116 veal, no hogs and 704 lambs.	

SOUTHEASTERN RECEIPTS

Receipts of livestock as reported by the Production and Marketing Administration at eight southern packing plants located at Albany, Columbus, Moultrie, Thomasville, and Tifton, Ga.; Dothan, Ala.; Jacksonville and Tallahassee, Fla.:

	Cattle	Calves	Hogs	Sheep
Week ended July 3	1,843	438	3,639	...
Week ended June 27	2,224	445	3,826	...
Cor. week last year	741	200	1,021	1,000

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BEEF • VEAL • PORK • LAMB

HUNTERIZED SMOKED AND CANNED HAM

William G. Joyce
Boston, Mass.

F. C. Rogers Co.
Philadelphia, Pa.



A. L. Thomas
Washington, D. C.

FELIN'S

ORIGINAL PHILADELPHIA SCRAPPLE

"Glorified" HAMS • BACON • LARD

DELICATESSEN



PACKERS - PORK - BEEF

John J. Felin & Co.

INCORPORATED

4142-60 Germantown Ave.
PHILADELPHIA 40, PENNA.

WATCH THIS COLUMN FOR WEEKLY SPECIALS

Barliant and Co. list below some of their current machinery and equipment offerings, for sale, available for prompt shipment unless otherwise stated, at prices quoted F.O.B. shipping points, subject to prior sale.

Write for Our Weekly Bulletins.

Killing Floor and Cutting Equipment

1-CUTTING & INSPECTION TABLE, Stainless steel, 120"x42", direct motor driven, continuous moving top, used only two weeks, guaranteed.....	\$18,000.00
BEEF SHROUDS, NEW, (4000) lt. weight, 90"x40", Ea.....	.65
BEEF SHROUDS, NEW, Eagle Beef Secur-Edge, heavy duty, 90"x40", Each 40.88; 108"x40", Each.....	1.06
BURLAP, NEW, Medium weight, 40"-7 1/2" oz., 1000-2000 yard bales, 100 yard rolls, Per yard.....	.18%
20-DEBONING TABLES, 10"x40"x1", sheet metal top, 3/4" angle iron, Each.....	40.00

Rendering and Lard Equipment

COMPLETE UNIT of the following rendering equipment:

(Items may also be purchased separately)	
Cooker, Laabs, #10, complete, with motor; Hydraulic Press Anco 150 ton, complete with pump; Rotary Dupps Crusher, #14, complete with 25 HP motor; Barometric Condenser and Vacuum pump, like new, little used.....	10,350.00
1-TRANSPORTER (Blow Tank) NEW, original crates, #20 Yeoman-Globe, complete with valves, fittings, stand, compressor, motor and controls.....	2,775.00
1-SHREDDER, Boss, with 30 HP motor, complete with Blow tank & fittings, little used.....	3,950.00
2-EXPPELLERS, RB Anderson, with cooker, tempering device, force feed, record, Ea.....	5,450.00
1-EXPPELLER, #21, with tempering apparatus, 15 HP motor, excel. cond. Many New parts.....	2,500.00
1-ROTARY CRUSHER, Rujak #14, 1/2" teeth, V-belts, 25 HP motor, starter excels.....	2,625.00
1-HAMMER MILL, Stedman, type A, 20x18, #240, with 40 HP motor.....	650.00
1-KETTLE, Globe #463, steam-jacketed, with motor driven agitator, size 5, without motor.....	765.00
1-LARD COOLER, Globe #466, jacketed, with motor driven agitator, size 2, without motor.....	745.00
1-SETTLING TANK, Globe #468, also 4" trap, 60 gal. capacity.....	58.00
1-PUMP, GRINDER HANDLINE, Globe #470, type T, size 1-T, 1 HP motor.....	100.00

Sausage Equipment

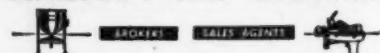
1-ROTO-CUT, Globe, 42"x18", complete with Jack Knife Conveyor and scale, like new.....	4,400.00
1-SILENT CUTTER, Boss #54, 1/2" motor.....	550.00
1-STRIP CUTTER, Boss #264-S, 13 circular knives, V-belt, no motor.....	300.00
1-SILENT CUTTER, Boss #24, 32" bowl, pulley drive, no motor, excel. cond.....	225.00
1-CHOPPER, Buffalo 43-T, roller bearing, hydraulic tilt, silent chain motor drive, no motor.....	675.00
1-GRINDER, Buffalo, model 66-B, 25 HP motor, 2 sets knives & plates, extra bowl & worm.....	1,400.00
1-GRINDER, Boss #166, with motor, gear driven, steam jacketed cylinder, 15 HP.....	990.00
1-GRINDER, NEW, Enterprise #154, 3 HP chain driven motor, original crate.....	405.00
1-GRINDER, Buffalo, 51-B, 3 HP motor.....	275.00
1-GRINDER, NEW, Enterprise #56, tight & loose pulley, original crate.....	245.00
1-GRINDER, Hobart, 32" head, 1 HP, 8 sets knives and plates, excel. cond.....	195.00
1-MIXER, Champion, 700# cap., 5 HP motor, gear driven.....	500.00
1-MIXER, J. E. Smith, 7 1/2 HP motor.....	500.00
2-SAUSAGE STUFFERS, Mech., 18" dia., 200# Ea.....	150.00

Smokehouse Equipment

1-SMOKE HOUSE, NEW, 8x8x11.....	575.00
1-BACON SLICER, Link Belt #497, chain driven, with motor.....	450.00
3-BURNERS, Butane, for Smoke House, complete with Electric control, Ea.....	200.00

Telephone, Wire or Write if interested in any of the items above, or in any other equipment. Your offerings of surplus and idle equipment are solicited.

BARLIANT AND COMPANY



7878 N. CLARK ST. • CHICAGO 26, ILL. • SHELDRAKE 3313

SPECIALISTS

In Used, Rebuilt and New Packing House Machinery, Equipment and Supplies

CLASSIFIED ADVERTISING

Undisplayed; set solid. Minimum 20 words \$4.00; additional words 20c each. "Positive wanted," special rate: minimum 20 words \$3.00, additional words 15c each. Count address

or box numbers as 8 words. Headlines 75c extra. Listing ad. verifications 75c per line. Displayed, \$8.25 per inch. Contract rates on request.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE. PLEASE REMIT WITH ORDER.

EQUIPMENT FOR SALE

Meat Packers—Attention

FOR SALE: 1-Hottam #4 Mixer, 600# capacity, requires 40 HP, jacketed trough; 1-Enterprise #166 Meat Grinder, belt driven; 3-Mechanical Dryers, 5'x12'; 1-Cast Iron 2000 gallon jacketed agitated Kettle; 12-Stainless jacketed Kettles, 30, 40, 60, 80 gallons; 30-Aluminum jacketed Kettles, 20, 40, 60, 80, 100 gallon; 2-Allbright-Neil 4x9" Lard Roller; 1-Brecht 1000# Meat Mixer. Send us your inquiries.

WHAT HAVE YOU FOR SALE?
CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York City, N. Y.

TRUCK REFRIGERATING UNITS: Thermo-King models CTA, completely automatic, self-contained Freon gas units each driven by a gasoline engine. Unit fits trailers having about 30' clear space above drivers' cab and fits through a 25' square hole near the ceiling in front end of trailer. Will maintain 35-40° temp. indefinitely in largest trailer (lower in smaller bodies) at only a few cents cost per hour for gas and oil. We have 4 brand-new units available and have good reason for not using ourselves.

FB-505, THE NATIONAL PROVISIONER,
407 S. Dearborn St., Chicago 5, Ill.

MEAT PACKERS & CANNERS ATTENTION

FOR SALE: Carload quantity 43,000 new, corrugated boxes 12x19x9 pound bursting test, size limit 75 inches—gross weight LT 65 pounds. Not printed. Deal for small lot shippers of food products. Available for immediate shipment. Sample on request. Price reasonable. FS-148, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOR SALE: 1—5x10 Laabs cooker, complete with motor, etc. 1—150 ton Anco hydraulic press, complete with pump, etc. 1—No. 14 rotary Dupps crusher with 25 H.P. motor. This equipment is like new and has been used to process only about 150 tons of material. Also Barometric condenser and vacuum pump. Priced to sell. San Angelo By-Products, Inc., Box 1344, San Angelo, Texas.

FOR SALE: U. S. surplus equipment, guaranteed first class condition. John Vann 60 gal. steam jacketed kettles, complete with 2 valves and steam trap, \$60 each. Square settling tanks, 4' W, 5' H, 5 1/2" L, open top made of 5/8" steel arc welded, weight 1500#, \$100 with coils, \$75 without. FOB, El Paso. Wholesale Supply Co., P.O. Box 416, El Paso, Texas.

BUSINESS OPPORTUNITIES

Livestock Buyers and Sellers

Essential "Pocket Calculator" giving live and dressed carcass costs of cattle, sheep and hogs. Postpaid \$1.

M & M Publishing Co.,
P.O. Box 6669 Los Angeles 22, Calif.

SHIPPERS and OFFERINGS WANTED FOR FANCY BEEF and CALF OFFAL PHONE . . . WRITE . . . or WIRE

M. H. Grennebaum, Inc.,
165 Chambers Street, New York 7, N.Y.
Barclay 7-1486

SLAUGHTER HOUSE for rent, close to Chicago. Federally inspected. Side track, capacity 1000 per week, or will custom kill. O-147, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

EXPERT SAUSAGE MAKER wishes to buy, all or half interest in a good going sausage business. W-150, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

HOG • CATTLE • SHEEP SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer
Broker • Counsellor • Exporter • Importer

SAMI S. SVENDSEN
407 SO. DEARBORN ST., CHICAGO 5, ILL.

EQUIPMENT WANTED

WE ARE IN THE MARKET FOR

PACKING PLANT MACHINERY

SAUSAGE MAKING EQUIPMENT

RENDERING PLANTS

We will buy for cash either one unit or an entire plant. Your inquiries will be given prompt attention.

MACHINERY BOUGHT AND SOLD

Aaron Equipment Co.

Offices and Warehouse
1347 S. Ashland Ave., Chicago 8, Ill.
CHESapeake 5300

WANTED: Hog host and sticking rail for small plant. Richmond Abattoir Inc., Hermitage Road & S.A.L. Hwy., Richmond 20, Va.

WANTED: High speed U. S. bacon slicer in good condition. Write J. McMahon, P.O. Box 750, Philadelphia, Pa.

EQUIPMENT FOR SALE

FOR SALE: Liquidating Equipment from Macaroni, Meat, Tomato and other vegetable processing. Boss and Buffalo Jacketed Meat Mixers, Sterling & Urschel Peelers, Dicers, Buffalo Choppers, Cutters, Slicers, Cavanaugh Kneaders and Presses, Filler Machine Co. 8. S. Piston Fillers, 3 to 11 Piston, Clermont and Arthur Noodle, Ravioli and Macaroni Equipment, Oppenheim and Mechanical Wrappers, De-Hairers, Meat Grinders, Labelers, Wrap Around and Spot Aut. Case Gluers and Sealers. First Machinery Corp., 157 Hudson St., New York 14, N. Y.

MISCELLANEOUS

CATTLESWITCHES WANTED: Please write or call Kaiser-Reismann Corp., 230 Java St., Brooklyn 22, N. Y., Phone Evergreen 9-5953.

POSITION WANTED

REPRESENTATIVE available in center of south-east. Acquainted with locker plants and meat packing plants, also retail meat cutting, poultry plants and related accounts. Familiar with products and equipment. Will consider commission plan, distributorship, factory representative, special service. A capable representative. W-152, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SAUSAGE MAKER

25 years' practical experience in all kinds of sausages and cured meats. Can make money for you. Best references. Expected salary, \$150 per week. West coast preferred. W-134, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SAUSAGE MAKER: 5 years' experience in packing plant. 2 1/2 as foreman over sausage, smoked meats and lard departments. Age 31. Will furnish references. W-135, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PURCHASING AGENT for the last 8 years with a leading national packer desires position. Age 34. College graduate and attorney. W-136, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

GET - ACTION - USE NATIONAL PROVISIONER

"Classifieds"

HELP WANTED

SUPERINTENDENT

Wanted for New York plant. Must have knowledge of all phases of sausage making, curing, smoking and boiling hams. Canning experience helpful. Excellent opportunity. Good salary. W-116, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

CHIEF ENGINEER: Wanted to take full charge of modern meat packing plant in Mexico. Must know Diesel engines, refrigeration and packing-house machinery. State age, experience and family status. Will pay top salary. Contact by wire. Industria Empacadora De Tampico, S.A., P.O. Box 248, Tampico, Tam., Mexico.

Superintendent

Practical plant superintendent wanted. Experienced in slaughtering, cutting, sausage manufacturing, edible and inedible operations. References required. Wages no object. Reply to Delfrate Packing Company, Box #276, Slovan, Pennsylvania.

Beef Kill Foreman

Practical man wanted. Must be experienced in all operations and able to handle men. State age, past experience and salary required. W-129, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Assistant Plant Superintendent

FAMILIAR with all machine operations of rendering plant. Must be A-1 mechanic. This is a rendering plant with nine cooker capacity located in Wisconsin. State all particulars in first letter. Write W-109, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SALESMAN selling casings or allied line to meat packers in entire south. . . established house selling seasonings, cures, emulsifiers and specialty items will turn over substantial existing active accounts on liberal commission basis. Territory now producing over \$3,000 monthly. Write W-141, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SUPERINTENDENT wanted for small plant in western Pennsylvania. Must have good knowledge of hog killing and cutting operations, curing, smoked meats and boiled hams. State age, experience, etc., in your reply. Good opportunity for the right man. Write W-142, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

HELP WANTED

SAUSAGE MAKER capable of taking over entire operation of small progressive packing plant. Must be able to handle cutting, curing and slaughtering. Write, giving full particulars as to age, experience and salary desired. Replies strictly confidential. Pratt Packing Company, Sulphur Springs, Texas.

Western New York packer wants a man capable of taking full charge of sales and boning department. Write, giving full particulars as to age, experience and salary desired. W-143, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

SEASONING SALESMEN

Can use two high caliber salesmen, one for the southeast covering Florida, Georgia, North and South Carolina and Virginia. One for the midwest covering Minnesota, Wisconsin, Iowa and Illinois. Mr. Morton, Meat Industry Suppliers, 4432 S. Ashland Ave., Chicago 9, Ill.

OFFICE MANAGER

Aggressive young man with complete knowledge of packinghouse costs and departmentals, for small plant located in midwest. W-144, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

WANTED: Experienced trader—fats, oils, greases, tankage. Excellent opportunity, top pay, bonus. W-145, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

ASSISTANT sausage maker capable of taking over entire operation of small progressive packing plant located in southwestern Michigan. W-112, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Alert and aggressive meat specialist to act as assistant to the general sales manager of progressive midwest packing house. Will specialize in house accounts. We are interested only in a man who is thoroughly experienced and capable, with unquestionable honesty. Must know the job inside and out. A good paying position for the right man. Write or wire W-139, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Tried and proven beef man to supervise beef merchandise department of independent midwestern packing house. Must provide unusually good references for integrity and ability, and be thoroughly versed with meat packing. A chance to go far with a pace setting packer. A chance to go far with a pace setting packer. A chance to go far with a pace setting packer. Write or wire W-137, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PLANTS FOR SALE

New meat packing plant, 45 miles from Kansas City in heart of feeding belt. Ample livestock to supply all needs. On 45 acres of land with running stream, on main line of Santa Fe railroad running to East and West Coasts. Plant all new modern construction, BAI approved, practically completed and can be put in operation in two weeks. Plant capacity 400 hogs and 50 cattle daily, has two complete chill rooms, cutting and processing room, sewage disposal plant, own water supply. Will lease or sell at 50% down and balance on terms. FS-151, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Illinois.

FOR SALE OR LEASE: Small packinghouse in central Indiana, 175 miles south of Chicago. Handles 100 hogs and 50 cattle per week. Includes modern sausage kitchen, smoke houses, wet rendering plant, feed lot, barns, holding pens and railroad siding. Located in rich livestock area. State inspection only. Owner retiring. This is a going and profitable business. FS-146, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOR SALE: Sausage factory in south. Equipped for cattle and hog killing. New dry rendering plant. Modern equipment. If you have the capital, knowledge of business, and are willing to work you can make a fortune here. This is not a "war baby." FS-108, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Illinois.

FOR SALE: Wet rendering plant 14 miles from Nashville, Tenn., on 5 acres of land. Construction concrete blocks reinforced steel. Good water system, on paved road, good territory. Will sell all or half interest. Selling due to health. Write Libera Loyd, 214 Second Street, Madison, Tenn. Phone 3697 Madison.

RENDERING plant and PACKING plant for sale. \$15,000.00 will handle either. Good north Texas location. FS-133, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PLANTS WANTED

RENDERING PLANT WANTED

EAST, south, midwest. Advise full particulars including area serviced, materials processed, etc. Principals only. W-118, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

WANTED: Small rendering plant. Dead stock or fat and bone routes. W-149, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOR EXPORT

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ALL MEATS
and PROVISIONS

FOR EXPORT

WIRE YOUR OFFERS COLLECT

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Finer Flavor from the Land O'Corn!

Black Hawk Hams and Bacon
Pork • Beef • Veal • Lamb
Vacuum Cooked Meats

THE RATH PACKING COMPANY, Waterloo, Iowa

NEVER TAKE
SALT FOR GRANTED!

• Are you using the right grade, the right grain, the right amount of salt? Does it meet your needs 100%? If you're not sure, we'll gladly give you the

answers based on your individual requirements. Absolutely no obligation, of course. Simply write the Director, Technical Service Dept. IX-11.

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DIVISION GENERAL FOODS CORPORATION
ST. CLAIR, MICHIGAN

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INCORPORATED

basking ridge, new jersey

architects
engineers
consultants

• for the meat
packing
industry

one hour from new york — phone: millington 7-0432

Meat and Gravy

Eric Forsell, long time employee at the Swift & Company plant in Fort Worth, Tex., claims to hold the record as a ham boner for his achievement in boning 443 hams in 9 hours and 45 minutes. Eric, who has worked as a boner since 1909, claims to have boned out more than 2,000,000 hams. Has anyone in your plant ever topped Eric's speed record?

★ ★ ★

Ciro's restaurant in Mexico City was fined recently for charging 60 pesos (about \$15) for a steak. The owner explained to the court that the price was not for the steak alone but also included the potatoes and onions. The judge was unimpressed by his plea.

★ ★ ★

Dr. Henry C. Sherman of Columbia university has found that if humans react to food as white rats do they should live 10 to 15 years longer by taking more vitamin A. Dr. Sherman found that by doubling the vitamin A in a rat's diet, the animal lived 10 per cent longer, equivalent to 10 years of human life. The five-year experiment was conducted under grants from The Nutrition Foundation, The Markle Foundation and Swift & Company.

★ ★ ★

Railway Express employees at Grand Island, Nebr., recently were forced to provide a temporary home in the Union Station for a hog overtaken by the stork in the midst of her rail journey from Iowa to Loop City, Nebr. The animal gave birth to a litter of seven, aided and abetted by ex-farm boy C. W. Cole, express agent.

★ ★ ★

"Working" cats in New Zealand are entitled to a meat ration of about two shillings worth every week under a little publicized regulation still in force. To qualify, a cat must be kept in a warehouse or shop handling food to kill rats and mice. The regulation bluntly states that the ration is not for household pets.

★ ★ ★

The next time you take an air journey don't order tabasco or other hot sauces to go with your meal. Chefs preparing meals for United Airlines have found that spices and sauces are twice as hot at 20,000 ft. altitude as they are at sea level. Other strange antics of foods exposed to extreme height include the following: Some soups won't pour; rolls collapse, pies leak, certain vegetables lose color and pre-cooked eggs grow rubbery.

★ ★ ★

Pigs like their meals served cafeteria style, according to the Kentucky College of Agriculture. Researchers there say pigs can balance their own ration when allowed a choice of feeds better than any man can balance it for them. Other points in favor of the self-fed pig, they point out, are: fewer runts, faster weight gains and less feed required.

ADVERTISERS

in this issue of THE NATIONAL PROVISIONER



ABC Packaging Machine Co.	48
Algona Livestock	55
Allbright-Nell Co., The	27
Aluminum Cooking Utensil Co.	24
Armour and Company	12
Aromix Corporation	57
Asmus Bros., Inc.	40
Associated Bag & Apron Co.	33
Barliant and Company	60
Cannon, H. P. & Son, Inc.	44
Central Livestock Order Buying Company	54
Chili Products Corporation	47
Cincinnati Butchers' Supply Co., The	48
Cincinnati Cotton Products Co.	42
Cleveland Cotton Products Co., The	31
Daniels Manufacturing Co.	21
Diamond Crystal Salt Division General Foods Corporation	61
Dodge Div. Chrysler Corporation	9
Exact Weight Scale Company	36
Fairbanks, Morse & Co.	8
Fearn Laboratories, Inc.	17
Felin, John J. & Co., Inc.	59
Fleishel Lumber Company	58
Fowler Casing Co., Ltd., The	59
Girdler Corporation, The	23
Globe Company, The	32, 33
Great Lakes Stamp & Mfg. Co.	55
Greenebaum, E., Company	58
Griffith Laboratories, Inc., The	3
Ham Boiler Corporation	46
Hanovia Chemical & Mfg. Co.	40
Harmon-Holman	55
Harris, Arthur	61
Holly Molding Devices Inc.	49
Hummel & Downing Company	49
Hunter Packing Company	59
Hygrade Food Products Corp.	56
James, E. G., Company	52
Kahn's, E., Sons Co., The	59
Kalamazoo Vegetable Parchment Co.	6
Kellogg, M. W., Company, The	35
Kellogg, Spencer and Sons, Inc.	59
Kennett-Murray & Co.	54
Keystone Brokerage Company	20
Koch Butchers' Supply Co.	44
Kohn, Edward, Company	58
Kraft Foods Company	37
Land O'Lakes Creameries, Inc.	11
Link-Belt Company	10
Marathon Corporation	39
Marolf and Company	51
Mayer, H. J. & Sons Co.	43
McCormick & Company, Inc.	49
McMurray, L. H.	54
Meat Industry Suppliers, Inc.	First Cover
Menges, Lou, Organization Incorporated	61
Midland Paint & Varnish Co.	56
Morrell, John & Co.	59
Nukem Products Corporation	41
Oakite Products, Inc.	4
Omaha Packing Co.	Fourth Cover
Pacific Lumber Company, The	44
Pasteuray Corporation	18
Philadelphia Boneless Beef Co., Inc.	59
Preservalline Manufacturing Co., The	28
Rath Packing Co.	61
Schaefer, Willibald, Company	59
Siegel, Nathan	55
Smith, H. P., Paper Co.	39
Smith's, John E., Sons Company	Second Cover
Specialty Manufacturers Sales Co.	22
Standard Conveyor Co.	57
Sutherland Paper Company	Third Cover
Townsend Engineering Company	7
U. S. Thermo Control Company	5
Vogt, F. G. & Sons, Inc.	59
W-W Grinder Corp.	31
Wilmington Provision Co.	59
Wilson & Co.	31

While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of a change or omission in this index.

The firms listed here are in partnership with you. The products and equipment they manufacture and the services they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

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Cover
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